Advanced Contract Management: Drafting to Negotiation

14 – 18 March 2027
Trabzon

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Training Center

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Overview

In high-stakes commercial environments, poorly structured terms and misaligned risk allocations undermine operational delivery and lead to costly disputes. Advanced Contract Management: Drafting to Negotiation equips professionals with disciplined approaches to build enforceable agreements, structure commercial provisions, and execute principled negotiations. Participants explore the entire lifecycle from early requirement scoping to execution, dispute mitigation, and post-award performance oversight. This course is delivered by Agile Leaders Training Center.

Who Should Attend

- Commercial managers responsible for structuring contract terms and administering agreements.
- Legal counsel and advisors tasked with drafting commercial clauses and mitigating liability exposures.
- Procurement specialists managing competitive supplier selection and vendor contract commitments.
- Project directors and executives handling high-value agreements and commercial governance.
- Contract administrators seeking structured techniques for performance tracking and dispute avoidance.

Departments and Industries

This program supports professionals across legal, procurement, commercial operations, and project delivery divisions.

- Commercial Management Units in Infrastructure and Capital Projects
- Procurement and Supply Chain Divisions in Manufacturing and Energy
- Legal and Compliance Departments in Corporate and Financial Institutions
- Vendor Management Offices in Technology, Software, and Telecommunications
- Contract Administration Teams in Engineering and Construction

Learning Objectives

By the end of this course, participants will be able to:

- Structure robust commercial agreements using precise legal drafting techniques and clear definitions.
- Evaluate contractual exposure by conducting systematic contract risk assessment and liability audits.
- Apply principled negotiation strategies to balance commercial upside with operational risk allocation.
- Incorporate governance provisions covering variations, service levels, and performance remedies.
- Select appropriate contract dispute resolution mechanisms including mediation and arbitration.

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• Examine emerging applications of digital workflows and automated contract execution tools.

Course Agenda

Day 1: Foundations of Contract Governance

• Contract lifecycle management framework and procedural milestones
• Principles of contract enforceability, consideration, and party intent
• Procurement integration and commercial requirement definition
• Foundational commercial contract drafting structures and layout standards
• Systematic contract risk assessment across commercial commitments
• Operational alignment between scope of work and legal terminology

Day 2: Drafting Operational and Protective Clauses

• Clarity and precision in commercial drafting to eliminate ambiguity
• Formulating representations, warranties, and performance covenants
• Structuring limitation of liability, indemnities, and liquidated damages
• Regulatory compliance mechanisms and governing law determinations
• Drafting variation procedures and formal change control mechanisms
• Integration of digital contracting and automated clause verification

Day 3: Strategic Commercial Negotiations

• Principled negotiation techniques for commercial and legal provisions
• Assessing bargaining positions and identifying alternative outcomes
• Managing commercial concessions without compromising compliance posture
• Cross-border and multi-jurisdictional negotiation dynamics
• Mitigating behavioural biases and high-pressure negotiation tactics
• Collaborative problem solving to close commercial impasses

Day 4: Performance Monitoring, Breach, and Remedies

• Establishing performance oversight registers and milestone controls
• Administering formal contract variations, amendments, and waivers
• Identifying contractual default, material breach, and cure periods
• Contract dispute resolution pathways including negotiation, mediation, and arbitration
• Managing termination procedures, post-termination obligations, and transition plans
• Documenting dispute records and preserving commercial remedies

Day 5: Advanced Governance and Relationship Management

- Structuring high-value commercial and framework agreements
- Corporate contract governance and institutional compliance audits
- Supplier relationship management protocols for ongoing performance
- Contract closeout verification, final accounting, and audit clearance
- Emerging trends in contract portfolio governance and digital operations
- Professional development pathways and organizational capability building

Practical Exercises

Participants engage in structured practical tasks to consolidate drafting and negotiation capabilities.

- Clause Drafting Clinic: Revise ambiguous indemnity and limitation of liability clauses to establish clear risk boundaries.
- Mock Commercial Negotiation: Conduct a structured simulation balancing pricing, delivery milestones, and delay penalties.
- Risk Audit Exercise: Review a flawed commercial agreement to identify missing governance provisions and regulatory risks.
- Dispute Strategy Workshop: Formulate a step-by-step dispute resolution roadmap for a disputed variation claim.

FAQs

What qualifications are needed before enrolling?

No formal prerequisites are required. A foundational understanding of general business contracts, procurement procedures, or commercial operations is advantageous.

How long is each session, and what is the total number of hours?

Each daily session spans approximately 4 to 5 hours, providing a total of 20 to 25 instructional hours across the one-week schedule.

What sets this course apart from other contract management programs?

This program connects rigorous legal drafting with practical commercial negotiation tactics, using realistic simulation scenarios, risk auditing exercises, and performance governance frameworks.

Conclusion

By establishing rigorous contract structures and mastering principled negotiation, commercial teams safeguard organizational assets and ensure predictable project execution. Participants depart prepared to construct enforceable terms, navigate demanding negotiations, and maintain operational governance throughout the contractual relationship.