



Advanced Commercial Contract Risk and Value Protection Course

11 – 15 October 2027
Milan

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Ref: 581_144718 **Date:** 11 – 15 October 2027 **Location:** Milan **Fees:** 5700 Euro

Overview

Advanced Commercial Contract Risk and Value Protection Course is a five-day advanced course for commercial, contracting, procurement, sales, project, and legal-support professionals who leave with a Contract Pitfall and Business Value Protection File. Participants identify scope, authority, payment, liability, change, notice, performance, and exit weaknesses before they erode value. The course connects clause review with negotiation and governance controls. Agile Leaders Training Center presents commercial contract risk and value protection through documented decisions.

Who Should Attend

- Teams responsible for commercial contract strategy and value protection
- Functions negotiating scope, pricing, payment, liability, and performance terms
- Groups approving contracts, authorities, changes, notices, and claims
- Personnel monitoring contract performance and value leakage
- Legal-support teams escalating clauses that require qualified advice

The course assumes participants already review or manage commercial agreements and leaves out legal advice, professional certification, and jurisdiction-specific legal rulings.

Departments and Industries

The course supports departments and industries that negotiate and govern commercial agreements.

- Commercial management, procurement, sales, and legal support
- Projects, construction, engineering, and infrastructure
- Manufacturing, logistics, transport, and supply chains
- Technology, professional services, and outsourced operations
- Energy, utilities, facilities, and asset services

Learning Objectives

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

- Analyze contract scope, authority, and approval weaknesses
- Evaluate pricing, payment, security, and value-leakage risks
- Compare liability, indemnity, warranty, insurance, and limitation positions
- Apply change, notice, delay, and performance controls
- Prioritize negotiation tradeoffs and dispute-escalation options



- Build a Contract Pitfall and Business Value Protection File

Course Agenda

Day 1: Scope, Authority, and Contract Clarity

- Contract Pitfall and Value-Leakage Map
- Scope and Specification Clarity Checklist
- Authority and Approval Control Matrix
- Contract Assumption and Dependency Register
- Pre-Signature Commercial Review Gate

Day 2: Price, Payment, and Financial Protection

- Pricing Mechanism and Adjustment Review
- Payment Milestone and Acceptance Matrix
- Performance Security and Guarantee Checklist
- Insurance Coverage and Evidence Schedule
- Financial Exposure and Value-at-Risk Register

Day 3: Liability and Performance Allocation

- Warranty and Remedy Allocation Grid
- Liability and Indemnity Relationship Map
- Limitation and Exclusion Position Table
- Performance Standard and Service Evidence Matrix
- Delay, Relief, and Dependency Decision Tree

Day 4: Change, Notice, and Exit Controls

- Change Authority and Valuation Workflow
- Notice Requirement and Deadline Register
- Contract Record and Correspondence Index
- Termination Trigger and Exit Readiness Checklist
- Dispute Escalation and Negotiation Tradeoff Matrix

Day 5: Integrated Contract Protection Practice

- Exercise: Diagnose Scope and Authority Pitfalls
- Exercise: Test Price, Payment, and Security Terms
- Exercise: Compare Liability and Performance Positions
- Exercise: Design Change, Notice, and Exit Controls
- Capstone Exercise: Contract Pitfall and Business Value Protection File



Practical Exercises

The course uses suggested activities to connect contract wording with commercial value and governance decisions.

- Suggested activity: review a technology-services agreement for scope gaps, authority conflicts, payment dependencies, and acceptance weaknesses.
- Suggested activity: compare manufacturing-contract positions on warranty, liability, indemnity, limitation, insurance, and security.
- Suggested activity: trace a construction change through notice, valuation, records, delay, and dispute escalation.
- Suggested activity: assemble the final protection file with negotiation positions, controls, owners, and monitoring triggers.

FAQs

Who suits commercial contract risk and value protection and what does it assume?

Commercial contract risk and value protection suits professionals who already review, negotiate, approve, or manage commercial agreements and need a structured way to detect pitfalls and protect value.

How does commercial contract risk and value protection differ from general contract management training?

Commercial contract risk and value protection concentrates on weak terms, risk allocation, negotiation tradeoffs, governance controls, and value leakage, while general contract management training may address broader administration across the lifecycle.

What contractual pitfalls commonly cause value leakage?

Contractual pitfalls commonly include unclear scope, weak specifications, uncertain authority, misaligned payment and acceptance terms, unmanaged liability, poor change control, missed notices, incomplete records, and ineffective exit provisions.

How should commercial contract risk be prioritized before signature?

Commercial contract risk should be prioritized by exposure, likelihood, business criticality, control strength, negotiating leverage, dependency, reversibility, and the cost of accepting, transferring, reducing, or escalating the position.

How do contract governance controls protect business value?

Contract governance controls protect business value by assigning decision rights, approval gates, notice owners, records, performance evidence, change workflows, escalation routes, and monitoring triggers throughout the agreement.



Conclusion

Participants take back a Contract Pitfall and Business Value Protection File that connects clauses, exposures, negotiation positions, controls, and owners. The file makes commercial choices and value risks visible before signature and during performance. It supports consistent contract decisions while reserving legal interpretation and jurisdiction-specific rulings for qualified advisers.