



## Contract Dispute Response Essentials Course

28 March – 1 April 2027  
Marbella

## Contract Dispute Response Essentials Course

**Ref:** 589\_145339 **Date:** 28 March – 1 April 2027 **Location:** Marbella **Fees:** 5700 Euro

### Overview

Contract Dispute Response Essentials Course is a five-day foundation course for business, procurement, project, operations, and contract professionals who leave with a Contract Dispute Response File. Participants connect issue recognition, fact chronology, record preservation, communication mapping, escalation, resolution-route comparison, meeting preparation, outcome documentation, and recurrence prevention. The course provides a controlled first response when contract performance problems emerge without teaching legal advocacy or claims valuation. Agile Leaders Training Center presents contract dispute response as an operational coordination discipline.

### Who Should Attend

- Teams identifying contract-performance problems and preserving relevant records
- Functions coordinating commercial, operational, and project responses
- Groups preparing issue summaries, communications, and escalation decisions
- Personnel supporting negotiation or mediation meetings
- Managers documenting outcomes and preventing repeated disputes

The course assumes participants work with active contracts and leaves out legal advice, claims quantification, arbitration procedure, litigation, and professional advocacy.

### Departments and Industries

The course supports departments and industries that must coordinate an early response to contract disputes.

- Contracts, procurement, commercial, projects, and operations functions
- Construction, engineering, infrastructure, and facilities services
- Technology, telecommunications, and outsourced services
- Energy, utilities, manufacturing, and industrial operations
- Transport, logistics, healthcare, and hospitality

### Learning Objectives

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



- Build a clear contract issue statement and fact chronology
- Apply record preservation and communication controls
- Analyze stakeholder positions and escalation triggers
- Compare negotiation, mediation, and other resolution routes
- Use meeting briefs and outcome records
- Prioritize recurrence-prevention actions after closure

## **Course Agenda**

### **Day 1: Issue Recognition and Fact Structure**

- Contract Performance Problem Identification Sheet
- Issue Statement and Scope Boundary Template
- Fact Chronology and Event Sequence Log
- Contract Reference and Open-Question Map
- Immediate Action and Preservation Checklist

### **Day 2: Records and Communication Controls**

- Dispute Record and Correspondence Index
- Source Reliability and Gap Review Matrix
- Stakeholder Communication Route Map
- Neutral Issue Summary Writing Method
- Meeting Decision and Action Register

### **Day 3: Escalation and Resolution Routes**

- Escalation Trigger and Authority Ladder
- Direct Negotiation Readiness Checklist
- Mediation Suitability Question Set
- Resolution Route Comparison Table
- Timing, Relationship, and Control Trade-Off Grid

### **Day 4: Meeting, Outcome, and Prevention**

- Dispute Discussion Brief Structure
- Interests, Positions, and Constraint Map
- Option and Consequence Evaluation Sheet
- Outcome, Action, and Owner Record
- Root Cause and Recurrence Prevention Review



## **Day 5: Contract Dispute Response Practice**

- Exercise: Define a Contract Issue and Chronology
- Exercise: Build the Record and Communication Map
- Exercise: Select an Escalation and Resolution Route
- Exercise: Prepare a Discussion Brief and Outcome Record
- Capstone Exercise: Contract Dispute Response File

## **Practical Exercises**

The course uses suggested activities to test contract dispute response decisions in operating contexts.

- Suggested activity: structure a delayed service issue and preserve the available technology-support records.
- Suggested activity: map communications and escalation authority for an engineering delivery disagreement.
- Suggested activity: compare direct discussion and mediation for a supplier-performance conflict.
- Suggested activity: document agreed actions and recurrence controls after a facilities-service dispute.

## **FAQs**

### **Who suits contract dispute response essentials and what do they assume?**

Contract dispute response essentials suit professionals who work with active contracts and need a structured first-response method for facts, records, communications, escalation, resolution discussions, and documented closure.

### **How does contract dispute response differ from advanced claims analysis?**

Contract dispute response organizes early operational coordination and resolution choices, while advanced claims analysis examines detailed entitlement, causation, schedule effects, quantum, counterclaims, and formal case positions.

### **What belongs in a contract dispute response file?**

A contract dispute response file contains the issue statement, scope boundary, chronology, references, records, open questions, communication map, escalation authority, route comparison, meeting brief, outcome record, actions, owners, and recurrence controls.

### **How should a contract dispute resolution route be selected?**

A contract dispute resolution route should be selected by comparing issue maturity, available records, authority, urgency, relationship effects, confidentiality needs, control over the outcome, implementation feasibility, and applicable contract provisions.



## **How can teams prevent a contract dispute from recurring?**

Teams can prevent recurrence by identifying root causes, assigning corrective actions, clarifying responsibilities and interfaces, improving records and communication routes, updating operating controls, and checking that agreed changes are implemented.

## **Conclusion**

Participants take back a Contract Dispute Response File linking issue definition, facts, records, communications, escalation, resolution choices, meeting preparation, outcomes, and prevention actions. The file gives cross-functional teams one controlled basis for coordinating an early response. It improves decision traceability and helps turn agreed outcomes into owned operational actions.