



Contract Issue Diagnosis and Decision Support Course

27 September – 1 October 2027
Vienna

Contract Issue Diagnosis and Decision Support Course

Ref: 602_146267 **Date:** 27 September – 1 October 2027 **Location:** Vienna **Fees:** 5700 Euro

Overview

Contract Issue Diagnosis and Decision Support Course is a five-day specialist course for contract analysts and cross-functional advisers who leave with a Contract Issue Diagnostic Dossier. Participants trace clause meaning, connected duties, factual exceptions, evidence gaps, change consequences, stakeholder inputs, and recommendation logic. The course addresses unclear or conflicting contract situations by structuring analysis before advice is escalated. Agile Leaders Training Center presents contract issue diagnosis as a disciplined route from source wording to a defensible decision brief.

Who Should Attend

- Specialists responsible for interpreting contract wording into operational actions
- Analysts evaluating commercial exceptions and change consequences
- Functions assembling evidence for cross-functional contract decisions
- Project controls teams tracing dependencies between events and duties
- Legal operations staff preparing structured issues for adviser review

The course assumes participants can navigate active contract documents and leaves out introductory drafting, legal opinions, advocacy, negotiation technique, and full claims preparation.

Departments and Industries

The course supports departments and industries that need structured analysis of contract issues before decisions are made.

- Contracts, procurement, commercial analysis, and legal operations
- Project controls, finance, engineering, and supplier assurance
- Technology, telecommunications, and professional services
- Energy, manufacturing, logistics, and transport
- Healthcare, infrastructure, and facilities operations

Learning Objectives

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



- Analyze clause wording, context, definitions, and linked provisions
- Diagnose duty dependencies and factual exceptions
- Evaluate evidence sufficiency and unresolved information gaps
- Compare change consequences across time, cost, and delivery
- Prioritize stakeholder inputs and decision questions
- Build a Contract Issue Diagnostic Dossier

Course Agenda

Day 1: Clause Meaning and Issue Framing

- Contract Issue Framing Canvas
- Clause Context Reading Method
- Definition and Cross-Reference Trace
- Ambiguity Question Register
- Interpretation Assumption Log

Day 2: Duties, Dependencies, and Exceptions

- Duty Dependency Network
- Condition and Trigger Analysis Grid
- Exception Fact Pattern Matrix
- Responsibility Interaction Map
- Issue Boundary Test

Day 3: Evidence and Commercial Consequences

- Evidence Source Reliability Table
- Fact-to-Clause Traceability Sheet
- Missing Information Diagnostic
- Time-Cost-Delivery Consequence Map
- Competing Explanation Comparison

Day 4: Change Assessment and Decision Support

- Change Characterization Decision Tree
- Stakeholder Input Reconciliation Grid
- Option Consequence Comparison Table
- Recommendation Confidence Scale
- Contract Decision Brief Structure



Day 5: Specialist Diagnostic Practice

- Exercise: Frame a Multi-Clause Contract Issue
- Exercise: Trace Duties and Factual Exceptions
- Exercise: Test Evidence and Consequence Gaps
- Exercise: Form a Defensible Recommendation
- Capstone Exercise: Contract Issue Diagnostic Dossier

Practical Exercises

The course uses suggested activities to practice specialist diagnosis across different contract settings.

- Suggested activity: frame a service-credit interpretation issue in a technology agreement.
- Suggested activity: map connected duties in a manufacturing supply exception.
- Suggested activity: test change evidence for an infrastructure delivery decision.
- Suggested activity: prepare a recommendation brief for a facilities contract issue.

FAQs

Who suits the Contract Issue Diagnosis and Decision Support Course, and what does it assume?

It suits specialists who already read active contracts, analyze operational facts, coordinate inputs, or prepare decision material and who need a repeatable diagnostic method rather than introductory contract instruction.

How does contract issue diagnosis differ from routine contract management?

Contract issue diagnosis concentrates on a disputed, unclear, or consequential question by tracing wording, duties, facts, evidence, and options, while routine contract management coordinates recurring administration and performance activities.

What is a Contract Issue Diagnostic Dossier?

A Contract Issue Diagnostic Dossier is a structured file containing the issue frame, clause trace, duty network, fact pattern, evidence assessment, consequence comparison, stakeholder inputs, assumptions, and recommendation.

How does contract evidence support a defensible recommendation?

Contract evidence supports a defensible recommendation when each material fact is sourced, linked to relevant wording, tested for reliability, separated from assumptions, and connected to the consequences of each option.



What work product does contract decision support training create?

Participants create a Contract Issue Diagnostic Dossier that organizes complex material into a concise, traceable recommendation for authorized review.

Conclusion

Participants leave with a Contract Issue Diagnostic Dossier for complex contract questions. It turns scattered wording, facts, dependencies, and stakeholder views into a traceable analytical record. Contract specialists can use the dossier to expose uncertainty, compare consequences, and present a defensible recommendation without substituting for formal legal advice.