



Crisis Contract Stabilization and Recovery Negotiation Training Course

15 – 19 February 2027
Milan

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Ref: 651_149881 **Date:** 15 – 19 February 2027 **Location:** Milan **Fees:** 5700 Euro

Overview

Crisis Contract Stabilization and Recovery Negotiation Training Course is a five-day course for contract managers, procurement leaders, commercial managers, legal advisers, and crisis decision makers who leave with a Crisis Contract Recovery File. Participants assess disruption facts, authority, performance risk, force majeure and hardship mechanisms, interim arrangements, supplier continuity, claims exposure, and recovery terms. The course connects urgent decisions with documented negotiation and contract governance. Agile Leaders Training Center presents crisis contract stabilization as a controlled commercial practice.

Who Should Attend

- Contract management functions responsible for performance, change, notices, and records
- Procurement functions responsible for supplier continuity and commercial negotiation
- Commercial functions responsible for risk allocation, recovery terms, and value protection
- Legal support functions responsible for clause analysis and documented decision advice
- Crisis governance functions responsible for emergency authority and cross-functional decisions

The course assumes participants already manage contracts, suppliers, commercial risk, legal review, or crisis decisions and leaves out introductory negotiation skills and jurisdiction-specific legal advice.

Departments and Industries

The course supports departments and industries that must manage contract performance through disruption and recovery.

- Contracts, procurement, commercial, legal, and enterprise risk
- Operations, supply chain, finance, and crisis management
- Energy, transportation, construction, and manufacturing
- Banking, insurance, telecommunications, and professional services
- Healthcare, hospitality, public services, and education

Learning Objectives

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



- Analyze disruption facts, authority, and contractual exposure
- Apply force majeure and hardship review methods
- Build crisis negotiation positions and approval paths
- Evaluate interim agreements and supplier continuity options
- Prioritize change, notice, and claims-prevention actions
- Build recovery renegotiation and governance records

Course Agenda

Day 1: Disruption Facts and Authority

- Crisis Contract Fact and Evidence Log
- Emergency Decision Authority Matrix
- Performance Obligation Status Map
- Supplier Criticality and Continuity Profile
- Contract Stabilization Priority Grid

Day 2: Clauses and Risk Positions

- ICC Force Majeure Clause Review Checklist
- ICC Hardship Clause Assessment Guide
- UNIDROIT Principles Renegotiation Criteria Map
- Risk Allocation and Assumption Register
- Notice Requirement and Record Tracker

Day 3: Crisis Negotiation and Interim Terms

- Negotiation Mandate and Approval Pathway
- Interest, Constraint, and Option Worksheet
- Interim Performance Agreement Term Sheet
- Supplier Continuity Trade-Off Matrix
- Negotiation Record and Reservation Log

Day 4: Recovery and Contract Governance

- Change Mechanism and Claims Prevention Map
- Recovery Term Renegotiation Canvas
- Contract Performance Stabilization Plan
- Post-Crisis Governance Control Register
- Lessons-Learned and Clause Improvement Log



Day 5: Crisis Contract Practice

- Exercise: Validate Disruption Facts and Authority
- Exercise: Assess Force Majeure and Hardship Mechanisms
- Exercise: Negotiate an Interim Performance Arrangement
- Exercise: Build Recovery Terms and Governance Controls
- Capstone Exercise: Crisis Contract Recovery File

Practical Exercises

The course uses suggested activities to practice contract stabilization and recovery negotiation across operating environments.

- Suggested activity: assess evidence and supplier options after a manufacturing input disruption.
- Suggested activity: prepare an interim service arrangement for a healthcare supplier.
- Suggested activity: negotiate recovery terms after a construction schedule interruption.
- Suggested activity: record governance controls for a telecommunications contract returning to normal performance.

FAQs

Who suits crisis contract stabilization training and what does it assume?

Crisis contract stabilization training suits professionals who already manage contract performance, procurement, commercial risk, legal review, supplier relationships, or crisis decisions and need a controlled method for disruption and recovery negotiations.

How does crisis contract stabilization differ from general contract negotiation training?

Crisis contract stabilization focuses on disruption evidence, emergency authority, performance continuity, clause mechanisms, interim terms, claims prevention, and recovery governance, while general negotiation training addresses broader preparation, bargaining, and agreement skills.

How should force majeure and hardship mechanisms be reviewed during disruption?

Force majeure and hardship mechanisms should be reviewed against the contract wording, verified facts, performance effects, risk allocation, notice requirements, available options, and applicable legal advice before a negotiation position is approved.

What belongs in an interim contract arrangement during a crisis?

An interim contract arrangement should record its scope, temporary performance duties, dependencies, authority, risk positions, communication routes, evidence requirements, review points, expiry or transition conditions, and reservations of rights.



How should post-crisis contract renegotiation be governed?

Post-crisis contract renegotiation should use an approved mandate, traceable assumptions, evaluated options, documented concessions, reviewed terms, assigned owners, controlled changes, performance monitoring, and a record of lessons for future clauses.

Conclusion

Participants leave with a Crisis Contract Recovery File containing the fact log, authority matrix, clause reviews, risk register, negotiation mandate, interim term sheet, continuity options, recovery canvas, governance controls, and lessons log. The file connects urgent decisions with controlled contract actions. It supports stabilization, documented negotiation, and transition into post-crisis performance.