



Advanced Contract Data Analysis and Commercial Insights Training Course

20 – 24 June 2027
Nairobi

Advanced Contract Data Analysis and Commercial Insights Training Course

Ref: 781_159405 **Date:** 20 – 24 June 2027 **Location:** Nairobi **Fees:** 4500 Euro

Overview

Advanced Contract Data Analysis and Commercial Insights Training Course is a five-day advanced course for contract, procurement, commercial, claims, and data functions who leave with a Contract Analytics and Commercial Decision Pack. Participants connect contract datasets, clause and obligation records, spend and supplier analysis, performance measures, variations, claims patterns, risk signals, dashboards, and decision evidence. Agile Leaders Training Center develops practical advanced contract data analysis and commercial insights capability.

Who Should Attend

- Contract management functions responsible for obligations and performance evidence
- Procurement analysis functions responsible for spend and supplier insights
- Commercial functions responsible for value, variations, and decision reporting
- Claims functions responsible for event, notice, and impact patterns
- Data functions responsible for contract datasets and analytical dashboards

The course assumes participants can interpret contract records, work with tabular data, calculate performance measures, and use basic dashboards, and leaves out contract drafting, legal advice, introductory spreadsheets, and certification exam preparation.

Departments and Industries

The course supports departments and industries that manage contract performance through data.

- Construction commercial and claims management
- Energy procurement and contractor performance
- Government contract and supplier oversight
- Healthcare sourcing and service contracts
- Manufacturing supply and maintenance agreements

Learning Objectives

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



- Build governed contract and obligation datasets
- Apply spend and supplier performance analysis
- Analyze variation, claim, and delay patterns
- Use indicators to diagnose commercial risk
- Evaluate contract dashboards and decision evidence
- Build a contract analytics decision pack

Course Agenda

Day 1: Structure Contract Data

- Contract Data Entity and Relationship Map
- Clause and Obligation Classification Dictionary
- Milestone, Notice, and Deliverable Register
- Contract Data Quality and Completeness Profile
- Source-to-Dataset Reconciliation Record

Day 2: Analyze Spend and Suppliers

- Contract Spend Classification Cube
- Supplier Performance Indicator Framework
- Price, Volume, and Mix Variance Bridge
- Service-Level Compliance Trend Chart
- Supplier Concentration and Dependency Matrix

Day 3: Examine Variations and Claims

- Variation Event and Approval Timeline
- Claim Cause and Impact Taxonomy
- Delay and Disruption Pattern Analysis
- Notice Timing and Evidence Completeness Check
- Change Value and Frequency Dashboard

Day 4: Detect Risk and Report Insights

- Contract Risk Indicator Catalog
- Obligation Exception and Aging Report
- Commercial Leakage Analysis Method
- Contract Performance Dashboard Design
- Evidence-Based Commercial Decision Brief



Day 5: Practice Contract Analytics

- Exercise: Reconcile a Contract Dataset
- Exercise: Diagnose Supplier Performance Variance
- Exercise: Analyze Variation and Claim Patterns
- Exercise: Prioritize Contract Risk Signals
- Capstone: Contract Analytics and Commercial Decision Pack

Practical Exercises

The course uses suggested activities based on construction, energy, public services, healthcare, and manufacturing contracts.

- Suggested activity: transform clauses, obligations, milestones, notices, and deliverables into a governed dataset.
- Suggested activity: compare spend, supplier, service-level, and concentration evidence.
- Suggested activity: investigate variation, claim, delay, and evidence patterns through analytical records.
- Suggested activity: assemble performance, risk, and commercial recommendations into the final pack.

FAQs

Who suits advanced contract data analysis training, and what does it assume?

Contract, procurement, commercial, claims, and data functions suit the training; it assumes experience interpreting contract records, working with tabular data, calculating performance measures, and using basic dashboards.

How does contract data analysis differ from contract management training?

Contract data analysis focuses on structured datasets, analytical measures, patterns, dashboards, and evidence, while general contract management training focuses on governance, roles, processes, relationships, and administration.

What data should a contract analytics dataset contain?

A contract analytics dataset should connect parties, clauses, obligations, milestones, notices, deliverables, spend, supplier measures, variations, claims, risks, dates, status, ownership, and source evidence through consistent identifiers.

How can contract analytics identify commercial leakage?

Contract analytics can compare agreed terms with invoices, volumes, prices, service levels, credits, variations, renewals, and obligations to reveal exceptions that require commercial review.



How should contract risk indicators be prioritized?

Contract risk indicators should be prioritized by likelihood, financial and operational impact, time sensitivity, evidence strength, concentration, trend direction, contractual exposure, and available corrective action.

Conclusion

Participants take back a Contract Analytics and Commercial Decision Pack linking contract data, obligations, spend, suppliers, variations, claims, risk signals, dashboards, and recommendations. It changes fragmented contract records into traceable commercial evidence. The pack supports coordinated work across contract, procurement, commercial, claims, legal-support, and data functions.