



## **Agile Contracting and Adaptive Commercial Governance Training Course**

27 September – 1 October 2027  
Milan

## Agile Contracting and Adaptive Commercial Governance Training Course

**Ref:** 1306\_196542 **Date:** 27 September – 1 October 2027 **Location:** Milan **Fees:** 5700 Euro

### Overview

Agile Contracting and Adaptive Commercial Governance Training Course is a one-week advanced course for contract managers, procurement professionals, commercial leaders, project executives, legal-operations professionals, and business owners who leave with an Adaptive Contract Design and Governance Portfolio. Participants integrate agile contracting, outcome-based requirements, modular contracting, commercial guardrails, adaptive change mechanisms, supplier collaboration, pricing and risk allocation, acceptance governance, and performance evidence. The course uses Agile delivery examples where relevant but remains a commercial-contracting course and does not provide legal advice. Agile Leaders Training Center presents adaptive contracting as disciplined flexibility within enforceable governance.

### Who Should Attend

- Contract and commercial managers responsible for agreement design and control
- Procurement professionals sourcing complex or evolving requirements
- Project and product leaders working with contracted suppliers
- Legal-operations and governance professionals supporting contract processes
- Supplier and business representatives responsible for outcomes and performance

The course assumes experience with sourcing, contracts, projects, or supplier management. It excludes jurisdiction-specific legal advice, drafting final legal clauses for use without counsel, and general Agile practitioner certification.

### Departments and Industries

The course supports organizations that contract for outcomes where needs, solutions, or priorities may change.

- Procurement, contracts, commercial, legal operations, and supplier management
- Digital, technology, engineering, transformation, and professional services
- Public-sector authorities and regulated organizations managing complex procurements
- Private enterprises buying innovation, managed services, or iterative delivery
- Suppliers and partnerships operating under outcome and performance agreements

### Learning Objectives

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



- Assess when adaptive or modular contracting is appropriate
- Translate desired outcomes into evolving requirements and acceptance evidence
- Allocate decision rights, responsibilities, risks, incentives, and commercial protections
- Select pricing and payment mechanisms aligned with incremental value
- Govern backlog, scope, change, quality, supplier performance, and escalation
- Build audit trails that preserve flexibility, accountability, and dispute prevention

## **Course Agenda**

### **Day 1: Adaptive Contracting Architecture**

- Traditional and Adaptive Contract Constraint Map
- Uncertainty, Modularity, and Contract-Fit Assessment
- Outcome, Output, Requirement, and Deliverable Distinction
- Commercial Objective and Contract-Vision Charter
- Buyer, Supplier, User, and Governance Role Matrix

### **Day 2: Requirements, Scope, and Acceptance**

- Outcome-Based Requirement and Service-Goal Canvas
- Modular Scope, Increment, and Release Structure
- Prioritized Requirement and Backlog Governance Rules
- Readiness, Completion, Quality, and Acceptance Criteria
- Change, Reprioritization, and Scope-Control Workflow

### **Day 3: Pricing, Risk, and Commercial Guardrails**

- Fixed-Price Increment, Time-Based, and Outcome-Payment Comparison
- Pricing Assumption and Risk-Allocation Matrix
- Incentive, Credit, Remedy, and Performance Mechanism Design
- Funding Limit, Approval, and Delegated Authority Guardrails
- Exit, Transition, Stranded-Cost, and Continuity Considerations

### **Day 4: Supplier Governance and Performance**

- Collaborative Governance and Intelligent-Client Model
- Delivery, Commercial, Quality, and Risk Review Cadence
- Performance Evidence and Outcome-Metric Register
- Issue, Dependency, Change, and Decision Log
- Escalation, Corrective Action, and Dispute-Prevention Route



## **Day 5: Adaptive Contracting Practice**

- Exercise: Contract-Fit and Modularity Assessment
- Exercise: Outcome Requirement and Acceptance Design
- Exercise: Pricing and Risk-Allocation Decision
- Exercise: Change and Supplier-Performance Review
- Capstone Exercise: Adaptive Contract Design and Governance Portfolio

## **Practical Exercises**

The course uses suggested commercial scenarios that require flexibility without losing control.

- Suggested activity: convert a rigid statement of work into outcome-based modular requirements.
- Suggested activity: select pricing and incentives for uncertain delivery increments.
- Suggested activity: reprioritize scope while preserving approvals and audit evidence.
- Suggested activity: resolve a quality, delay, or dependency issue through governed collaboration.

## **FAQs**

### **What is agile contracting?**

Agile contracting aligns commercial terms, governance, pricing, requirements, and performance management with incremental delivery and controlled adaptation as evidence changes.

### **How do adaptive contracts avoid uncontrolled scope?**

They define outcomes, boundaries, decision rights, prioritization rules, funding limits, acceptance criteria, change records, and approval paths so that flexibility occurs inside explicit guardrails.

### **Which pricing model suits an adaptive contract?**

No single model suits every case. The choice depends on uncertainty, modularity, market capability, outcome measurability, risk ownership, cost transparency, and the parties' ability to govern delivery.

### **What is modular contracting?**

Modular contracting divides a complex acquisition into smaller, manageable increments so that value, risk, performance, and learning can be reviewed before further commitments.

### **Does this course provide legal advice?**

No. It develops commercial design and governance capability. Participants should obtain qualified legal advice for specific jurisdictions and agreements.



## Conclusion

The course integrates agile contracting, outcomes, modular scope, pricing, risk, change, supplier governance, and performance evidence. Participants take back an Adaptive Contract Design and Governance Portfolio containing assessment maps, charters, requirement canvases, risk matrices, guardrails, logs, and review templates. The portfolio turns uncertainty into controlled commercial choices with traceable decisions and accountable owners.