



Advanced Contract Governance and Dispute Readiness Course

11 – 22 January 2027
Addis Ababa

Advanced Contract Governance and Dispute Readiness Course

Ref: 601_223819 **Date:** 11 – 22 January 2027 **Location:** Addis Ababa **Fees:** 6400 Euro

Overview

Advanced Contract Governance and Dispute Readiness Course is a two-week course for experienced contract and commercial professionals who leave with a Contract Governance and Dispute Readiness Portfolio. Participants connect contracting strategy, lifecycle governance, risk allocation, performance controls, change decisions, claim evidence, negotiated settlement, and escalation pathways. The course addresses fragmented ownership by organizing decisions, records, and response routes across the contract lifecycle. Agile Leaders Training Center presents advanced contract governance through linked controls, evidence tests, and resolution gates.

Who Should Attend

- Professionals responsible for contract strategy, governance, and lifecycle decisions
- Teams accountable for commercial performance, risk allocation, and change control
- Functions coordinating procurement outcomes with project delivery obligations
- Advisers preparing claim positions, evidence records, and resolution options
- Leaders authorizing negotiation, escalation, and formal dispute pathways

The course assumes participants already manage material contract decisions and leaves out introductory drafting, routine filing, and basic purchasing procedures.

Departments and Industries

The course supports departments and industries managing complex contractual performance and dispute exposure.

- Contracts, procurement, commercial, and legal support
- Projects, engineering, operations, and finance
- Energy, infrastructure, construction, and utilities
- Technology, telecommunications, and outsourced services
- Manufacturing, transport, healthcare, and facilities

Learning Objectives

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



- Analyze contract strategy, allocation choices, and governance exposure
- Build lifecycle controls with decision rights and evidence requirements
- Evaluate performance exceptions, changes, and contractual response options
- Diagnose claim readiness using records, causation, and impact evidence
- Compare negotiated, adjudicative, and formal escalation pathways
- Create a Contract Governance and Dispute Readiness Portfolio

Course Agenda

Day 1: Governance Architecture and Strategic Context

- Contract Strategy Alignment Canvas
- Commercial Objective Traceability Map
- Lifecycle Governance Architecture
- Decision Rights and Authority Matrix
- Contract Exposure Diagnostic

Day 2: Risk Allocation and Control Design

- Risk Allocation Principle Map
- Obligation-to-Control Traceability Grid
- Contract Assumption Register
- Interface Risk Mapping Method
- Control Ownership Design Sheet

Day 3: Mobilization and Lifecycle Governance

- Post-Award Mobilization Gate
- Governance Calendar and Review Cadence
- Deliverable Acceptance Control Map
- Contract Communication Protocol
- Lifecycle Decision Record

Day 4: Performance and Evidence Controls

- Performance Obligation Measurement Tree
- Evidence Sufficiency Checklist
- Early Warning Indicator Board
- Nonperformance Response Ladder
- Performance Review Decision Pack



Day 5: Change Governance and Commercial Impact

- Change Trigger Classification Model
- Notice and Reservation Control Log
- Change Authority Decision Gate
- Cost and Time Impact Matrix
- Change Outcome Record

Day 6: Claim Readiness and Position Development

- Claim Readiness Maturity Test
- Entitlement-Causation-Impact Framework
- Contemporaneous Evidence Matrix
- Claim Issue Chronology
- Position Strength Assessment Scale

Day 7: Dispute Avoidance and Issue Intervention

- Disagreement Escalation Trigger Map
- Issue Intervention Decision Tree
- Without-Prejudice Discussion Plan
- Dispute Avoidance Meeting Protocol
- Resolution Option Screening Grid

Day 8: Negotiated Resolution and Settlement Design

- Negotiation Mandate Canvas
- Interest and Constraint Mapping
- Settlement Scenario Comparison Table
- Concession Governance Ladder
- Settlement Term Control Sheet

Day 9: Formal Escalation and Resolution Pathways

- Escalation Route Selection Matrix
- Adjudication Readiness Checklist
- Arbitration Decision Factors
- External Adviser Instruction Brief
- Resolution Governance Recommendation



Day 10: Integrated Governance Practice

- Exercise: Diagnose Strategy and Allocation Exposure
- Exercise: Route a Performance Change Decision
- Exercise: Build a Claim Evidence Position
- Exercise: Select and Plan a Resolution Pathway
- Capstone Exercise: Contract Governance and Dispute Readiness Portfolio

Practical Exercises

The course uses suggested activities to apply governance and dispute-readiness tools across different operating settings.

- Suggested activity: map risk allocation and authority for an infrastructure delivery contract.
- Suggested activity: assess change evidence and commercial impact for a technology service agreement.
- Suggested activity: construct a claim chronology for a manufacturing supply disruption.
- Suggested activity: compare settlement and escalation routes for a facilities performance dispute.

FAQs

Who suits the Advanced Contract Governance and Dispute Readiness Course, and what does it assume?

It suits experienced contract, commercial, procurement, project, legal support, and claims professionals who already participate in material contract decisions and can work with contract records, risk positions, changes, and performance evidence.

How does advanced contract governance differ from foundation contract management?

Advanced contract governance integrates decision rights, allocation choices, evidence controls, claim readiness, and resolution routes, while foundation contract management concentrates on core lifecycle processes, roles, documents, and routine administration.

What is contract dispute readiness?

Contract dispute readiness is the maintained ability to identify issues early, preserve relevant evidence, evaluate entitlement and impact, authorize a position, and select a proportionate negotiation or escalation route.



How does dispute avoidance fit contract governance?

Dispute avoidance fits contract governance by linking early-warning triggers, accountable issue owners, timely intervention, documented decisions, and structured resolution options before positions become entrenched.

What work product does advanced contract governance training create?

Participants create a Contract Governance and Dispute Readiness Portfolio containing governance maps, control logs, evidence tests, claim-position tools, negotiation plans, and escalation recommendations.

Conclusion

Participants leave with a Contract Governance and Dispute Readiness Portfolio that links strategy, controls, evidence, and resolution choices. The portfolio clarifies who decides, what records support the decision, and when an issue changes route. It helps teams govern performance and disputes through traceable, proportionate actions.