

Certified (CICCM) Exam Preparation Training Course

15 – 19 February 2027
Istanbul

AGILE LEADERS
Training Center

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Ref: 36326_24330 **Date:** 15 – 19 February 2027 **Location:** Istanbul **Fees:** 4500 Euro

Course Overview:

The course is designed for professionals who want to excel in international contract management. This course prepares participants for the CICCM Certification Program by covering a wide range of topics, including skills development in contracts management, international contracts management, and strategic supplier contract management. With the evolution of global supply chains, managing commercial contracts with strategic suppliers has become crucial. This course equips participants with the necessary skills for purchasing and supply chain contracts, contract administration, and the legal aspects of international contracts. Participants will develop expertise in risk management, negotiation techniques, and commercial contracts administration, ensuring they meet the rigorous standards required for CICCM certification. Through complete training, participants will confidently approach the CICCM exam and enhance their careers in contract management.

Target Audience:

- Purchasing Managers
- Supply Chain Professionals
- Contract Administrators
- Procurement Specialists
- Legal Advisors in Contract Management
- Project Managers involved in Contract Negotiations

Targeted Organizational Departments:

- Procurement and Supply Chain Departments
- Legal and Compliance Teams
- Contract Administration and Management Units
- Project Management Offices PMOs

Targeted Industries:

- Manufacturing
- Energy and Utilities
- Information Technology
- Government and Public Sector
- Healthcare and Pharmaceuticals
- Finance and Insurance

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Course Offerings:

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

- Master the principles of contract management.
- Understand and apply international commercial contracts body of knowledge.
- Execute strategic supplier contract management.
- Enhance skills in sourcing and evaluation in commercial contracts.
- Manage contract pricing principles and contract negotiations.

Training Methodology:

The course uses various interactive learning methods, including case studies, real-world scenarios, group discussions, and role-playing exercises. Participants will develop their contract management skills through practical workshops covering procurement and contract management essentials. Feedback sessions will help participants track their learning progress and get guidance for the CICCM certification exam.

Course Toolbox:

- Contract Management Body of Knowledge CMBOK® Seventh Edition
- complete workbooks and reading materials on contracts administration
- Checklists for international contract management and contract negotiation skills
- Templates for contracts management professional designation documentation

Course Agenda:

Day 1: Introduction to International Commercial Contracts Management

- **Topic 1:** Overview of the Purchasing and Supply Management Profession
- **Topic 2:** Transitioning from Purchase Orders to Complete Contracts
- **Topic 3:** Contract Planning and Initiation
- **Topic 4:** Description of Requirements and Cost-Benefit Analysis
- **Topic 5:** Sourcing Options and Market Research
- **Topic 6:** RFI Solicitation and Evaluation Criteria
- **Reflection & Review:** Reflection on contract planning processes and preparation

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Day 2: Bid and Development Phases

- **Topic 1:** Procurement Bid Process and Rules
- **Topic 2:** Influence of Laws on the Bid Process
- **Topic 3:** Cost Identification and Applying Evaluation Criteria
- **Topic 4:** RFP Preparation, Content, and Management
- **Topic 5:** Contract Pricing Principles and Bid Evaluation
- **Topic 6:** Commercial Contract Types and Overview
- **Reflection & Review:** Reflection on bid process and development strategies

Day 3: Contract Negotiation and Terms Development

- **Topic 1:** Negotiation Overview and Objectives
- **Topic 2:** Negotiation Styles, Strategies, and Techniques
- **Topic 3:** Tactics, Tricks, and Lessons Learned in Negotiation
- **Topic 4:** Contract Terms and Conditions Overview CISG Drafting Guide
- **Topic 5:** Partnerships, Alliances, Distributorships, and Consortia
- **Topic 6:** IT Procurement Contracts and Performance-Based Contracts
- **Reflection & Review:** Reflection on effective negotiation and contract terms

Day 4: Contract Administration and Advanced Topics

- **Topic 1:** Contract Administration Essentials Lecture 1
- **Topic 2:** Contract Administration Essentials Lecture 2
- **Topic 3:** Contract Administration Essentials Lecture 3
- **Topic 4:** Contract Administration Essentials Lecture 4
- **Topic 5:** Electronic Contracting and Risk Management
- **Topic 6:** Outsourcing and International Contracting
- **Reflection & Review:** Reflection on contract administration and risk management

Day 5: Advanced Contract Strategies and Real-World Applications

- **Topic 1:** Advanced Risk Management in International Contracts
- **Topic 2:** Dispute Resolution and Legal Considerations in Global Contracts
- **Topic 3:** Strategic Supplier Relationship Management
- **Topic 4:** Contract Renewal, Extensions, and Exit Strategies
- **Topic 5:** Case Studies: Successful International Contract Management
- **Topic 6:** Real-World Contract Negotiation Simulations and Feedback
- **Reflection & Review:** Reflection on advanced strategies and real-world applications

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How This Course is Different from Other CICCM Courses:

The course offers a complete, interactive learning experience with a focus on real-world applications. Unlike other programs, this course gives participants access to the Contract Management Body of Knowledge CMBOK® Seventh Edition, ensuring they have the most current resources in contract management certification. With an emphasis on strategic supplier contract management and global contracts management, participants will acquire the skills and knowledge to navigate the complexities of international contracts. Additionally, the course integrates advanced commercial contracts management techniques and includes CICCM Certification Exam Prep, preparing participants for success in the professional world.