



PM186: Certified Contracts Strategy and Management

Training Description:

This Certified Contracts Strategy and Management training is essential for professionals seeking to optimize business relationships and mitigate risks. This training empowers individuals with the knowledge and skills to draft, negotiate, and manage contracts effectively, aligning them with organizational goals. By gaining a deep understanding of contract law, risk management, and negotiation techniques, participants can identify potential pitfalls, minimize disputes, and maximize contract value. This comprehensive training enables professionals to make informed decisions, streamline processes, and contribute significantly to the overall success of their organizations. Whether you're a procurement specialist, legal professional, or project manager, this certification can elevate your career and enhance your ability to drive business growth.

Training Objectives:

By the end of the training, participants will be able to:

- ✓ **Develop and implement effective contract strategies:** Align contract strategies with organizational goals and risk tolerance
- ✓ **Negotiate complex contracts:** Master negotiation techniques to achieve optimal outcomes
- ✓ **Manage contract performance:** Monitor contract performance, identify potential risks, and take corrective action
- ✓ **Mitigate contract risks:** Develop robust risk management strategies to protect organizational interests
- ✓ **Ensure compliance with contract terms:** Adhere to legal and regulatory requirements

Training Designed for:

This course is intended for professionals who are involved in contract management, procurement, legal, and finance functions, including: Contract managers, Procurement specialists, Legal professionals, Finance professionals, Project managers & Business development managers.

Training Requirement:

"Hand's on practical sessions, equipment and software will be applied during the course if required and as per the client's request."

Contents can be adapted to your specific wishes. It is therefore possible to focus on specific modules of the training course as per client's learning needs and objectives. Further, it should be forwarded to us a month prior to the course dates.

Training Program:

DAY ONE:

- ❖ **Contract Fundamentals and Strategy**
 - Introduction to contract management
 - Key contract types and their characteristics
 - Contract lifecycle stages
 - Developing effective contract strategies
 - Risk identification and assessment

DAY TWO:

- ❖ **Contract Negotiation and Drafting**
 - Negotiation principles and techniques
 - Effective communication and persuasion skills
 - Contract drafting best practices
 - Key contract clauses and their implications
 - Legal and regulatory considerations

DAY THREE:

- ❖ **Contract Performance Management**
 - Monitoring contract performance
 - Change order management
 - Dispute resolution mechanisms
 - Claims and counterclaims
 - Contract closeout and lessons learned

DAY FOUR:

- ❖ **Contract Risk Management**
 - Identifying and assessing contract risks
 - Developing risk mitigation strategies
 - Insurance and bonding considerations
 - Performance guarantees and warranties
 - Force majeure clauses

DAY FIVE:

- ❖ **Advanced Contract Strategies and Best Practices**
 - Strategic sourcing and supplier relationship management
 - Cost-benefit analysis and value engineering
 - Contract analytics and reporting
 - Emerging trends in contract management
 - Case studies and real-world applications
- ❖ Course Conclusion
- ❖ POST-ASSESSMENT and EVALUATION

Training Methodology:

This interactive training course includes the following training methodologies as a percentage of the total tuition hours:

- 30% Lectures, Concepts, Role Play
- 70% Workshops & Work Presentations, Techniques, Based on Case Studies & Practical Exercises, Gamification, Software & General Discussions
- Pre and Post Test

Training Certificate(s):

CMCT Internationally recognized certificate(s) will be issued to each participant who completed the course.

Training Fees:

TBA as per the course location - This rate includes participant's manual, hand-outs, buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Note: The 5% VAT (Value Added Tax), will be effective starting 01st of January 2018 as per the new regulation from the UAE Government. The VAT applies for all quotation both for local and abroad.

Training Timings:

Daily Timings:

07:45 - 08:00	Morning Coffee / Tea
08:00 - 10:00	First Session
10:00 - 10:20	Recess (Coffee/Tea/Snacks)
10:20 - 12:20	Second Session
12:20 - 13:00	Recess (Prayer Break & Lunch)
13:00 - 14:00	Last Session

For training registrations or in-house enquiries, please contact:

Aisha Relativo - Training & Career Development Manager

aisha@cmc-me.com / training@cmc-me.com

Tel.: +971 2 665 3945 or +971 2 643 6653 | Mob.: +971 52 2954615