

# € TRAINING

Advanced Contract Management





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## Introduction:

This training program offers participants an in-depth knowledge and advanced skills essential for managing complex contracts effectively. It empowers them to confidently handle complex contractual challenges and achieve successful outcomes.

## Program Objectives:

At the end of this program, participants will be able to:

- Master advanced principles and practices of contract management.
- Develop skills for handling complex contracts and mitigating risks.
- Learn techniques for advanced contract negotiation and drafting.
- Gain insights into contract performance monitoring and compliance.
- Enhance capabilities in dispute resolution and contract closeout.

## Targeted Audience:

- Senior Contract Managers.
- Procurement Specialists.
- Legal Professionals.
- Project Managers.
- Business Executives.
- Contract Administrators.

## Program Outline:

### Unit 1:

#### Advanced Principles of Contract Management:

- Deep dive into advanced contract management concepts.
- Roles and responsibilities of senior contract managers.

- Strategic importance of contract management.
- Key elements of complex contracts.
- Analysis of advanced contract management scenarios.

## Unit 2:

### Complex Contract Negotiation and Drafting:

- Negotiation techniques for complex contracts.
- Drafting clear and enforceable contract terms.
- Addressing contracting parties' needs and interests.
- Key clauses in complex contracts.
- Hands-on contract negotiation exercises.

## Unit 3:

### Risk Management in Complex Contracts:

- Identifying and assessing contractual risks.
- Strategies for mitigating risks.
- Developing risk management plans.
- Ensuring legal and regulatory compliance.
- Real-world risk management case studies.

## Unit 4:

### Contract Performance Monitoring and Compliance:

- Monitoring and evaluating contract performance.
- Ensuring adherence to contract terms.
- Managing deviations and corrective actions.
- Key performance indicators in contract management.
- Discussions on performance monitoring.

## Unit 5:

### Dispute Resolution and Contract Closeout:

- Dispute resolution mechanisms.
- Strategies for conflict resolution in contracts.
- Effective contract closeout procedures.
- Post-contract reviews and lessons learned.
- Case studies on dispute resolution and closeout.