

# € TRAINING

Contract Risk Management and Compliance

2 - 6 September 2024  
Trabzon (Turkey)



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REF: RC284 DATE: 2 - 6 September 2024 Venue: Trabzon (Turkey) - Fee: 5300 Euro

## Introduction:

In today's dynamic business ecosystem, contracts serve as cornerstones of operational stability and growth, yet they also harbor potential pitfalls. This program delves into the intricacies of contract risk, emphasizing proactive risk mitigation and regulatory adherence. By honing skills in risk assessment, compliance management, and strategic planning, participants will emerge equipped to navigate contractual complexities with confidence, safeguarding organizational interests and ensuring sustained success.

## Program Objectives:

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

- Develop comprehensive strategies for identifying, assessing, and mitigating contractual risks.
- Enhance compliance management practices to ensure adherence to regulatory requirements.
- Implement effective risk allocation mechanisms in contractual agreements to safeguard organizational interests.
- Foster a culture of proactive risk management and compliance within their respective organizations.
- Utilize practical tools and frameworks to enhance contract risk management practices.

## Target Audience:

- Legal professionals specializing in contract law and compliance.
- Contract managers and administrators responsible for overseeing contractual agreements.
- Business executives involved in contract negotiations and decision-making processes.
- Risk management professionals focused on identifying and mitigating organizational risks.
- Professionals involved in procurement, purchasing, and vendor management.

## Program Outlines:

Unit 1.

### Contract Risk Identification and Assessment:

- Understand contract risk fundamentals.

- Identify common contractual risks.
- Assess risks' impact on objectives.
- Prioritize and categorize risks.
- Analyze data and case studies.
- Develop tailored risk assessment frameworks.

## Unit 2.

### Contract Risk Mitigation Strategies:

- Explore risk mitigation strategies.
- Implement preventive measures.
- Develop contingency plans.
- Utilize contractual provisions effectively.
- Incorporate risk transfer mechanisms.
- Monitor and review mitigation efforts.

## Unit 3.

### Compliance Management in Contractual Agreements:

- Understand compliance importance.
- Identify relevant regulations.
- Develop compliance frameworks.
- Implement monitoring and auditing.
- Establish communication channels.
- Train personnel on compliance.

## Unit 4.

### Effective Contract Negotiation and Drafting:

- Learn negotiation techniques.
- Understand clear drafting's importance.

- Develop negotiation strategies.
- Draft effective contractual provisions.
- Review case studies and best practices.
- Collaborate with legal experts.

## Unit 5.

### Continuous Improvement in Contract Risk Management:

- Establish monitoring and evaluation processes.
- Implement feedback loops.
- Identify areas for improvement.
- Foster continuous learning and innovation.
- Engage stakeholders collaboratively.
- Develop metrics for measuring effectiveness.