

# € TRAINING

Best Contract Management Practices



10 - 14 August 2025  
Istanbul (Turkey)



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REF: U843 DATE: 10 - 14 August 2025 Venue: Istanbul (Turkey) - Fee: 5300 Euro

## Introduction:

Contract management is the process of overseeing the creation, execution, and evaluation of contracts to ensure they meet organizational goals and legal requirements. It involves negotiating terms, managing compliance, and maintaining relationships to maximize value and minimize risks throughout the contract lifecycle. This training program offers participants comprehensive knowledge and practical skills essential for effective contract management across various industries. It empowers them to navigate the complexities of contract management, enhance stakeholder relationships, and drive organizational success.

## Program Objectives:

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

- Explore the fundamentals of contract management principles and methodologies.
- Learn best practices for contract drafting, negotiation, and administration.
- Develop skills for risk identification, assessment, and mitigation in contract management.
- Gain insights into dispute resolution techniques and strategies.
- Enhance project outcomes through effective contract management practices.

## Targeted Audience:

- Contract Managers.
- Project Managers.
- Procurement Specialists.
- Legal Professionals.
- Business Executives.
- Stakeholder Representatives.

## Program Outline:

Unit 1:

Fundamentals of Contract Management:

- Overview of contract management principles and concepts.
- Roles and responsibilities of contract managers.
- Contract lifecycle stages and key activities.
- Importance of effective contract management in project success.

## Unit 2:

### Contract Drafting and Negotiation:

- Techniques for drafting clear and enforceable contracts.
- Strategies for effective contract negotiation.
- Understanding the needs and interests of contracting parties.
- Key clauses and provisions in contract drafting.
- Practical exercises on contract drafting and negotiation.

## Unit 3:

### Contract Administration and Performance Monitoring:

- Procedures for administering contracts throughout the project lifecycle.
- Monitoring contract performance and compliance.
- Handling variations, changes, and amendments.
- Documenting contract-related communications and activities.

## Unit 4:

### Risk Management in Contract Management:

- Identification and assessment of risks in contract management.
- Strategies for managing and mitigating contractual risks.
- Insurance and indemnity considerations in contract management.
- Effective risk management in contract management.

## Unit 5:

## Dispute Resolution and Conflict Management:

- Overview of dispute resolution mechanisms in contract management.
- Techniques for resolving conflicts and disputes.
- Mediation, arbitration, and litigation in contract disputes.
- Role of negotiation and alternative dispute resolution methods.