



External Training Course

Achieving Excellence in Contracting & Supply Chain Practices

From 22 Sep. To 26 Sep. 2025
From 27 Oct. To 31 Oct. 2025
From 17 Nov. To 21 Nov. 2025

Carlton Downtown Hotel
Dubai, UAE

Mr. Ghanem F. Al-Otaibi

GM & Institute Owner

Tel.: 00965 22248901

Fax: 00965 22204999

Mob.: 00965 65548855

Mob.: 00965 97273712

Email: admin@agi-kw.com

Email: agi-kw@hotmail.com

W/SITE: WWW.AGI-KW.COM

External Training Course:

**Achieving Excellence in Contracting
& Supply Chain Practices**

From 22 Sep. To 26 Sep. 2025

Fess: 1750 KD

From 27 Oct. To 31 Oct. 2025

Fess: 1750 KD

From 17 Nov. To 21 Nov. 2025

Fess: 1750 KD

Course Overview

This intensive 5-day training program is designed to equip participants with the advanced knowledge, tools, and practices required to achieve excellence in contracting and supply chain management. It provides practical insights into contract development, negotiation, compliance, supplier management, and supply chain optimization. The course bridges theory with real-world practices, enabling professionals to transform contracts and supply chains into competitive business assets.

Course Objectives

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

- Understand the critical link between contracts and supply chain performance.
- Apply best practices in drafting, analyzing, and managing contracts.
- Enhance negotiation skills to secure favorable terms and minimize risks.
- Ensure compliance, governance, and ethical practices across supply chains.
- Implement cost optimization and value-creation techniques through contracting.
- Foster supplier collaboration, innovation, and long-term partnerships.
- Integrate risk management and sustainability into supply chain practices.

Target Audience

This program is ideal for:

- Contract Engineers & Administrators.
- Procurement & Purchasing.
- Supply Chain & Logistics Professionals.
- Project Managers and Engineers.
- Legal & Compliance Officers.
- Business Development & Vendor Relations People.
- Anyone involved in contracting, procurement, and supply chain operations.

Training Methodology

Interactive lectures with real-world examples.

Group discussions and problem-solving exercises.

Case studies from global industries.

Practical contract review and drafting exercises.

Role-playing for negotiation and supplier engagement.

Hands-on workshops to apply best practices.

Organisational Impact

Organizations will benefit from:

- Improved contract drafting and risk management.
- Reduced costs and enhanced supply chain efficiency.
- Stronger supplier relationships and better negotiation outcomes.
- Greater compliance with legal and regulatory requirements.
- Competitive advantage through best practices in contract & supply chain integration.

Personal Impact

Participants will gain:

- Practical tools for managing complex contracts.
- Advanced negotiation and communication techniques.
- Confidence in handling disputes and contract performance issues.
- Insights into global supply chain challenges and opportunities.
- Career advancement through enhanced contracting & SCM expertise.

Course Points & Outline:

Day 1 – Foundations of Contracting & Supply Chain Integration

- Role of contracts in achieving supply chain efficiency and resilience.
- Understanding the end-to-end supply chain framework.
- Core principles of effective contract management.
- Contracting models: Fixed-price, cost-plus, framework, and hybrid models.
- Linking procurement and supply chain objectives to corporate goals.
- Emerging global trends and their impact on contracts and supply chains.
- Case Study: Contracts as enablers of supply chain value.

Day 2 – Best Practices in Contract Development & Negotiation

- Key stages of the contract lifecycle management (CLM).
- Drafting clear, enforceable, and outcome-based contract clauses.
- Managing risks, liabilities, indemnities, and insurance provisions.
- Essential negotiation techniques and behavioral skills.
- Creating win-win agreements with suppliers and vendors.
- Contract pricing structures and cost management approaches.
- Workshop: Drafting and reviewing supplier agreements.

Day 3 – Supplier Relationship & Performance Management

- Supplier segmentation: strategic, tactical, transactional suppliers.
- Performance management: KPIs, SLAs, and balanced scorecards.
- Managing disputes, breaches, and performance failures effectively.
- Techniques for supplier development and capacity building.
- Supplier innovation and co-creation for competitive advantage.
- Contract monitoring, auditing, and performance review systems.
- Simulation: Supplier negotiation and evaluation.

Day 4 – Risk, Compliance & Governance in Contracting

- Legal frameworks and international contracting considerations.
- Anti-bribery, anti-corruption, and ethical contracting practices.
- Force majeure, penalties, and remedies in contracts.
- Intellectual property rights and confidentiality clauses.
- Managing compliance in multi-jurisdictional supply chains.
- Integrating sustainability, ESG, and green procurement in contracts.
- Case Study: Lessons from contract disputes and litigations.

Day 5 – Achieving Excellence & Future Trends

- Digital transformation in contracting: AI, Blockchain, Smart Contracts.
- Leveraging ERP and Contract Management Systems (CMS) for efficiency.
- The future of procurement and supply chain collaboration models.
- Continuous improvement frameworks (Lean, Six Sigma, Kaizen in SCM).
- Building organizational culture for contract & supply chain excellence.
- Personal action plan: How to apply best practices post-training.
- Group Exercise: Designing a contract & SCM excellence framework.
- Final Wrap-Up, Key Takeaways & Certification.

COURSE AGENDA:

(1st Day) Agenda

8.30	9.00	Opening Remarks (30 Min.).
9.00	11.30	<u>DISCUSS COURSE OBJECTIVES:</u> <ul style="list-style-type: none"> • Foundations of Contracting & Supply Chain Integration. • Best Practices in Contract Development & Negotiation. • Supplier Relationship & Performance Management. • Risk, Compliance & Governance in Contracting. • Achieving Excellence & Future Trends.
11.30	12.00	Coffee Break
12.00	14.00	<u>Foundations of Contracting & Supply Chain Integration:</u> <ul style="list-style-type: none"> • Role of contracts in achieving supply chain efficiency and resilience. • Understanding the end-to-end supply chain framework. • Core principles of effective contract management. • Contracting models: Fixed-price, cost-plus, framework, and hybrid models. • Linking procurement and supply chain objectives to corporate goals. • Emerging global trends and their impact on contracts and supply chains. • Case Study: Contracts as enablers of supply chain value.
14.00	14.30	Questions and Discussion
14.30		Buffet Lunch

(2nd Day) Agenda

9.00	11.30	<u>Best Practices in Contract Development & Negotiation:</u> <ul style="list-style-type: none"> • Key stages of the contract lifecycle management (CLM). • Drafting clear, enforceable, and outcome-based contract clauses. • Managing risks, liabilities, indemnities, and insurance provisions. • Essential negotiation techniques and behavioral skills.
11.30	12.00	Coffee Break
12.00	14.00	<u>Best Practices in Contract Development & Negotiation:</u> <ul style="list-style-type: none"> • Creating win-win agreements with suppliers and vendors. • Contract pricing structures and cost management approaches. • Workshop: Drafting and reviewing supplier agreements.
14.00	14.30	Questions and Discussion
14.30		Buffet Lunch

(3rd Day) Agenda

9.00	11.30	<u>Supplier Relationship & Performance Management:</u> <ul style="list-style-type: none"> • Supplier segmentation: strategic, tactical, transactional suppliers. • Performance management: KPIs, SLAs, and balanced scorecards. • Managing disputes, breaches, and performance failures effectively. • Techniques for supplier development and capacity building.
11.30	12.00	Coffee Break
12.00	14.00	<u>Supplier Relationship & Performance Management:</u> <ul style="list-style-type: none"> • Supplier innovation and co-creation for competitive advantage. • Contract monitoring, auditing, and performance review systems. • Simulation: Supplier negotiation and evaluation.
14.00	14.30	Questions and Discussion
14.30		Buffet Lunch

(4th Day) Agenda

9.00	11.30	<u>Risk, Compliance & Governance in Contracting:</u> <ul style="list-style-type: none"> • Legal frameworks and international contracting considerations. • Anti-bribery, anti-corruption, and ethical contracting practices. • Force majeure, penalties, and remedies in contracts. • Intellectual property rights and confidentiality clauses.
11.30	12.00	Coffee Break
12.00	14.00	<u>Risk, Compliance & Governance in Contracting:</u> <ul style="list-style-type: none"> • Managing compliance in multi-jurisdictional supply chains. • Integrating sustainability, ESG, and green procurement in contracts. • Case Study: Lessons from contract disputes and litigations.
14.00	14.30	Questions and Discussion
14.30		Buffet Lunch

(5th Day) Agenda

9.00	11.30	<u>Achieving Excellence & Future Trends:</u> <ul style="list-style-type: none"> • Digital transformation in contracting: AI, Blockchain, Smart Contracts. • Leveraging ERP and Contract Management Systems (CMS) for efficiency. • The future of procurement and supply chain collaboration models. • Continuous improvement frameworks (Lean, Six Sigma, Kaizen in SCM).
11.30	12.00	Coffee Break
12.00	14.00	<u>Achieving Excellence & Future Trends:</u> <ul style="list-style-type: none"> • Building organizational culture for contract & supply chain excellence. • Personal action plan: How to apply best practices post-training. • Group Exercise: Designing a contract & SCM excellence framework. • Final Wrap-Up, Key Takeaways & Certification.
14.00	14.30	Questions, Discussion & Conclusion Training Course.
14.30		Buffet Lunch