



External Training Course

Contract Management: From Principles to Action

From 23 Sep. To 27 Sep. 2024
From 14 Oct. To 18 Oct. 2024
From 18 Nov. To 22 Nov. 2024

Hotel Ambit Barcelona, Barcelona, Spain

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INTRODUCTION

This Contract Management training course entitled Contract Management from Principles to Action has been specifically designed to develop the competency of contract management personnel in all sectors and industries by equipping them with the knowledge, skills and understanding to achieve contract management excellence in their field. On this training course, you will learn about contract management techniques and principles to identify contract and project risks, solve contractual issues and problems, communicate effectively with stakeholders and other departments and develop your contract management skills. This training course is essential development for all contract management professionals or those individuals involving in any contractual scenario. This "Contract Management: From Principles to Action" training course will feature:

- Understanding the Importance of Contract Management.
- Analyzing Contractual Risks and Problems and Providing Effective Solutions.
- Controlling Contract Management Negotiations.
- Classifying Contract Types.
- Methods in Achieving Optimal Contract Management.
- Developing Contracts.

OBJECTIVES

By the end of this "Contract Management: From Principles to Action" training course, participants will be able to:

- Understand the important role and responsibilities of a contract professional.
- Determine effective problem solving of complex contractual scenarios.
- Risk identification and analysis of the contract.
- Apply effective contract management techniques to improve contract performance.
- Examine the optimal choice of contract structure.

TRAINING METHODOLOGY

This Contract Management training course will utilise a variety of proven highly interactive adult learning techniques to ensure maximum understanding, comprehension and retention of the information presented. This includes facilitated group and individual exercises, case studies and role-play. The instructor will also facilitate learning by encouraging the delegates to test and critically appraise any theories and concepts on the training course.

COURSE OUTLINE

DAY 1: Understanding Contract Management Principles

- Contract Formation.
- Identifying Contractual Risk.
- Assessing Contractual Risk.
- Contract Risk Responses.
- General Terms and Conditions.

DAY 2: Drafting Contracts

- Traditional Contract Structures.
- Collaboration.
- Innovative Contract Structures.
- Structuring Payments.
- Contract Workshop.

DAY 3: Mastering Contracts Management Principles

- Assessing Liability Issues.
- Understanding Force Majeure.
- Examining the Effect of Variations on Time.
- Examining the Effect of Variations on Cost.
- Exploring Liquidated Damages.

DAY 4: Contract Management in Action

- Mastering Resolving Contract Issues.
- Understanding the Contract Position.
- Dealing with the Practical Consequences.
- Learning How to Become an Effective Contract Negotiator.
- Exploring How to Deal with Difficult Contract Situations.

DAY 5: Dealing with Contractual Disputes

- How Disputes can arise?
- Understand the Effects of Termination.
- Exploring How to Deal with Disputes.
- Traditional Dispute Resolution.
- Modern Dispute Resolution.