

Contract Management, Negotiation & Legal Frameworks

COURSE OVERVIEW

This course offers insight into the legal, strategic, and operational dimensions of contract management across public, private, and public-private partnership (PPP) environments. The content examines the global standards and legal frameworks that govern contracts, including key international principles such as UNCITRAL, FIDIC, and World Bank procurement guidelines. Through a blend of case studies, simulations, and interactive learning, Participants will gain practical insights into the entire contract lifecycle, from planning, drafting, and negotiation to performance monitoring, dispute resolution, and closure.

WHO SHOULD ATTEND?

This course is designed for project directors, PPP managers, legal advisors, compliance officers, infrastructure specialists, contract and procurement managers involved in drafting and managing agreements. It is equally valuable for finance and audit professionals, business development and commercial negotiation professionals, government officials responsible for regulatory oversight and public contracting. It is also recommended for anyone seeking to strengthen their understanding of contract law, negotiation, and management.

COURSE OUTCOMES

Delegates will gain the skills and knowledge to:

- Understand the principles and lifecycle of contract management.
- Draft clear, enforceable, and performance-oriented contract agreements.
- Apply key legal concepts and international standards to contract structuring.
- Negotiate effectively to achieve balanced, mutually beneficial outcomes.
- Implement monitoring and evaluation systems for contract compliance and performance.
- Apply digital tools and contract management platforms for improved efficiency.
- Strengthen accountability and value-for-money outcomes through effective oversight and reporting.

KEY COURSE HIGHLIGHTS

At the end of the course, you will understand;

- Techniques for negotiating contracts in complex, multi-stakeholder environments.
- How to plan, structure, and draft contracts using global best practices.
- The integration of digital and AI-enabled systems in contract management.
- How to allocate risks and responsibilities equitably between contracting parties.
- Legal and regulatory frameworks governing national and international contracting.
- How to handle disputes, claims, and contract terminations professionally.
- Compliance mechanisms to ensure transparency and ethical contract execution.
- Case studies in PPP, infrastructure, and corporate contracting.

All our courses are dual-certificate courses. At the end of the training, the delegates will receive two certificates.

1. A GTC end-of-course certificate.
2. Continuing Professional Development (CPD) Certificate of completion with earned credits awarded.