



CONTRACTS MANAGEMENT | CON-004

Commercial Contract Risk Management

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Course content

Why Attend

Contracts allocate risks that can significantly affect profitability and reputation. Organisations need structured processes to identify, assess and manage contractual risk throughout the life cycle.

This Aractech course covers contract risk identification, risk assessment, risk allocation principles, mitigation through clauses and insurance, approval and governance, monitoring obligations and risk during contract execution. Participants assess risks in sample contracts.

Course Methodology

- Risk workshops
- Contract review exercises
- Case studies
- Governance design
- Group discussions

Course Objectives

- Identify commercial and legal risks in contracts
- Assess and prioritise contractual risks
- Allocate risks appropriately
- Mitigate risk through clauses, insurance and security
- Establish contract approval and governance
- Monitor and manage risk during execution

Target Audience

- Contract managers
- Commercial managers

Course content

- Legal professionals
- Risk managers

Course outline

Detailed course outline

Day-by-day outline for Commercial Contract Risk Management.

Day 1 - Contract Risk

- 09:00-09:45 | Types of contractual risk
- 09:45-10:30 | Risk appetite
- 10:30-11:00 | Life cycle view
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Life cycle view (continued)
- 11:45-12:30 | Stakeholders
- 12:30-14:00 | Exercise: Risk identification

Day 2 - Risk Assessment

- 09:00-09:45 | Assessment methods
- 09:45-10:30 | Risk registers
- 10:30-11:00 | Financial exposure
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Financial exposure (continued)
- 11:45-12:30 | Prioritisation
- 12:30-14:00 | Workshop: Contract risk register

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Day 3 - Allocation and Mitigation

- 09:00-09:45 | Allocation principles
- 09:45-10:30 | Clauses
- 10:30-11:00 | Insurance
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Insurance (continued)
- 11:45-12:30 | Guarantees and bonds
- 12:30-14:00 | Exercise: Mitigation plan

Day 4 - Governance

- 09:00-09:45 | Approval authorities
- 09:45-10:30 | Legal review
- 10:30-11:00 | Templates
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Templates (continued)
- 11:45-12:30 | Deviation management
- 12:30-14:00 | Case study: Contract loss

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Day 5 - Execution Risk

- 09:00-09:54 | Obligation management
- 09:54-10:48 | Monitoring
- 10:48-11:00 | Change control
- 11:00-11:30 | Coffee break
- 11:30-12:12 | Change control (continued)
- 12:12-13:06 | Escalation
- 13:06-14:00 | Capstone: Contract risk framework

Seminar dates

Available seminar dates

Live dates and pricing for Commercial Contract Risk Management generated from the course details page.

Date	Location	Format	Fee
2 - 6 November 2026	Rome	Classroom	€3,460
21 - 25 December 2026	Munich	Classroom	€3,225
18 - 22 January 2027	Frankfurt	Classroom	€1,875
15 - 19 February 2027	Barcelona	Classroom	€2,815
15 - 19 March 2027	Frankfurt	Classroom	€1,875
19 - 23 April 2027	Rome	Classroom	€3,460
17 - 21 May 2027	Kuala Lumpur	Classroom	€1,925
21 - 25 June 2027	London	Classroom	€2,315
19 - 23 July 2027	Rome	Classroom	€3,460
16 - 20 August 2027	Geneva	Classroom	€4,315

Seminar dates

Available seminar dates

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Date	Location	Format	Fee
20 - 24 September 2027	Frankfurt	Classroom	€1,875
18 - 22 October 2027	Barcelona	Classroom	€2,815
15 - 19 November 2027	Frankfurt	Classroom	€1,875
20 - 24 December 2027	Rome	Classroom	€3,460
2 - 6 November 2026	Online / Live	Online / Live	€1,815
21 - 25 December 2026	Online / Live	Online / Live	€1,815
18 - 22 January 2027	Online / Live	Online / Live	€1,815
15 - 19 February 2027	Online / Live	Online / Live	€1,815
15 - 19 March 2027	Online / Live	Online / Live	€1,815
19 - 23 April 2027	Online / Live	Online / Live	€1,815

Seminar dates

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Date	Location	Format	Fee
17 - 21 May 2027	Online / Live	Online / Live	€1,815
21 - 25 June 2027	Online / Live	Online / Live	€1,815
19 - 23 July 2027	Online / Live	Online / Live	€1,815
16 - 20 August 2027	Online / Live	Online / Live	€1,815
20 - 24 September 2027	Online / Live	Online / Live	€1,815
18 - 22 October 2027	Online / Live	Online / Live	€1,815
15 - 19 November 2027	Online / Live	Online / Live	€1,815
20 - 24 December 2027	Online / Live	Online / Live	€1,815