

aractech

Global Learning for Operational Leaders

CONTRACT

CONTRACTS MANAGEMENT | CM-010

Contracts Management Specialist

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Course content

Why Attend

Course Introduction

This Contracts Management Specialist training course is designed to help contracts professionals manage the growing complexity of international commercial and business relationships.

Course Methodology

Course Objectives

Target Audience

Course outline

Detailed course outline

Day-by-day outline for Contracts Management Specialist.

Day 1 - What are Contracts and How are They Created?

- The Need for Contractual Relationships
- What is Needed to Create a Valid Contract? Ingredients and Formalities
- Authority and Agency
- The Tender Process
- Alternative Sourcing
- Making Contracts Enforceable - With Particular Emphasis on the International Context

Day 2 - The Structure of Contracts

- Form of Agreement
- Hierarchy of Terms and Conditions
- Different Contractual Structures - Traditional and New
- Risk and Title (Ownership) in International Trade. When Does it Transfer?
- Notices and Other Formalities
- Which Law and Which Courts?

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Day 3 - Collateral Documents

- Securitising Performance Obligations
- Bonds and Guarantees
- Parent Company Guarantees
- Letters of Intent, Comfort or Awareness
- Insurance Policies
- Assessing the Need for Financial Security

Day 4 - Change and Variation

- Changes to Contract Documents
- Assignment / Novation Explained and Distinguished
- Variation Clauses and Changes to the Scope of Work
- Claims - What They Are, and How They Arise
- Delay and Disruption
- Force Majeure

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Day 5 - Resolving Disputes

- Conflict Avoidance and Tiered Dispute Resolution Clauses
- Negotiation
- Litigation
- Arbitration
- Mediation, ENE and New Best Practices in Dispute Resolution and Management
- Final Questions and Review of Course

Seminar dates

Available seminar dates

Live dates and pricing for Contracts Management Specialist generated from the course details page.

Date	Location	Format	Fee
15 - 19 June 2026	Barcelona	Classroom	€2,695
20 - 24 July 2026	London	Classroom	€2,940
3 - 7 August 2026	Rome	Classroom	€2,975
7 - 11 September 2026	Munich	Classroom	€2,415
12 - 16 October 2026	Amsterdam	Classroom	€2,975
9 - 13 November 2026	London	Classroom	€2,940
14 - 18 December 2026	Amsterdam	Classroom	€2,975

Live online option

Online delivery is available at €1,250.