

Certified International Commercial Contracts Manager (CICCM)

5 – 9 April 2027
Kuala Lumpur (Malaysia)

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Course Introduction

International commercial contracts provide the legal and operational foundation for purchasing, supply, sales, outsourcing, technology, construction, distribution, logistics, and strategic business relationships. As organizations expand across borders and work with increasingly complex supplier networks, contract managers must understand how to plan, draft, negotiate, administer, and close agreements while protecting commercial interests and supporting long-term performance.

The Certified International Commercial Contracts Manager CICCM program develops the knowledge and practical capabilities required to manage commercial contracts in domestic and international business environments. The designation is associated with professional competence in international commercial contract management, including contract planning, bidding, negotiation, administration, risk management, and supplier performance.

Commercial contracts often involve competing priorities. Buyers seek value, quality, reliability, and flexibility, while suppliers require clear obligations, reasonable risk allocation, and commercially sustainable terms. Poorly defined requirements, unsuitable pricing mechanisms, ambiguous clauses, weak negotiation preparation, or ineffective contract administration can result in disputes, delayed delivery, cost escalation, payment problems, performance failures, and damaged business relationships.

Effective commercial contract management begins before a contract is signed. It requires careful needs analysis, market research, sourcing decisions, statement-of-work development, cost and benefit assessment, risk allocation, evaluation criteria, and procurement planning. Decisions made during these early stages influence the quality of the agreement and determine how effectively it can be administered after award.

The course examines the complete commercial contract lifecycle, from initial planning and solicitation through drafting, negotiation, award, implementation, performance monitoring, change management, dispute handling, and closeout. Participants learn how to select appropriate contract types, evaluate pricing arrangements, identify legal and commercial risks, and establish measurable obligations for both parties.

International contracting introduces additional complexity. Contracts may involve different legal traditions, currencies, tax structures, delivery terms, data requirements, trade regulations, and dispute-resolution mechanisms. Participants will explore how cross-border agreements can be structured to address governing law, jurisdiction, payment security, intellectual property, confidentiality, force majeure, limitation of liability, and international delivery responsibilities.

The program also emphasizes practical contract administration. Participants learn how to establish governance arrangements, monitor deliverables, manage records, control variations, evaluate supplier performance, verify invoices, address claims, and maintain accurate documentation. These practices help organizations identify emerging issues early and resolve them before they develop into major commercial disputes.

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A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a knight) positioned on the board. The board is checkered, and the pieces are in various positions, suggesting a game in progress.

The course is relevant to contract managers, contract administrators, procurement professionals, commercial managers, project managers, supply chain specialists, legal support personnel, engineers, finance professionals, sales managers, and employees responsible for supplier or customer agreements. It supports professionals in government and private-sector organizations across construction, energy, technology, manufacturing, transportation, healthcare, telecommunications, infrastructure, and professional services.

Course Objectives

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

- Explain the principles of international commercial contract management.
- Understand the complete lifecycle of a commercial contract.
- Translate business needs into clear contractual requirements.
- Select suitable contract types and pricing arrangements.
- Develop effective statements of work and specifications.
- Support market research, sourcing, and solicitation activities.
- Evaluate bids and commercial proposals using structured criteria.
- Draft and review essential commercial contract clauses.
- Prepare and conduct contract negotiations more effectively.
- Allocate commercial, legal, financial, and operational risks.
- Establish practical contract administration procedures.
- Monitor supplier obligations, deliverables, and performance.
- Manage contract variations, claims, and commercial disagreements.
- Apply appropriate approaches to international contract disputes.
- Maintain accurate contract records and audit trails.
- Develop a practical plan for improving contract management performance.

Course Modules

Day 1: Commercial Contract Planning and Foundations

- Purpose and value of commercial contracts.
- Contract lifecycle stages.
- Roles of contract managers and administrators.
- Business requirements definition.
- Contract planning and initiation.
- Market research and sourcing options.
- Cost-benefit analysis.
- Make, buy, lease, and outsource decisions.
- Development of evaluation criteria.
- Contract management governance.
- Stakeholder roles and responsibilities.
- Commercial contracting risk identification.

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A graphic of a chessboard with several chess pieces (king, queen, rook, knight, and pawns) in gold and silver, set against a background of concentric circles.

Day 2: Contract Types, Pricing, and Solicitation

- Fixed-price contract arrangements.
- Cost-reimbursable contracts.
- Time-and-material contracts.
- Framework and call-off agreements.
- Performance-based contracts.
- Service-level agreements.
- Partnership and alliance agreements.
- Distribution and agency contracts.
- Information technology procurement contracts.
- Requests for information and proposals.
- Competitive tendering procedures.
- Bid evaluation and contract award.

Day 3: Contract Drafting and Negotiation

- Essential elements of a valid contract.
- Offer, acceptance, and consideration.
- Contract scope and statement of work.
- Roles, obligations, and deliverables.
- Payment and pricing clauses.
- Warranties and performance guarantees.
- Confidentiality and data protection.
- Intellectual property provisions.
- Indemnity and liability clauses.
- Negotiation objectives and preparation.
- Negotiation styles, tactics, and concessions.
- Documenting negotiated agreements.

Day 4: International Contract Risk and Legal Considerations

- International commercial contracting principles.
- Common-law and civil-law environments.
- Governing law and jurisdiction.
- International sale of goods considerations.
- Delivery terms and transfer of risk.
- Currency and payment risks.
- Taxes, duties, and regulatory obligations.
- Force majeure and unforeseen events.
- Compliance, ethics, and anti-corruption.
- Contract security and guarantees.
- Mediation, arbitration, and litigation.
- Cross-border dispute management.

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A graphic of a chessboard with several chess pieces. A large gold king piece is prominent in the foreground, with a silver pawn and a silver knight behind it. The board is checkered, and there are concentric circles in the background.

Day 5: Contract Administration and Practical Application

- Post-award contract administration.
- Contract kick-off and implementation.
- Deliverable and milestone monitoring.
- Supplier performance measurement.
- Invoice and payment verification.
- Contract records and correspondence.
- Variation and change control.
- Claims and entitlement assessment.
- Escalation and dispute avoidance.
- Contract termination and remedies.
- Contract closeout and lessons learned.
- Commercial contract management improvement plan.

Why Should You Attend This Course?

- Understand the complete international commercial contract lifecycle.
- Improve contract planning, drafting, and administration practices.
- Select contract types suited to different commercial requirements.
- Strengthen negotiation preparation and commercial decision-making.
- Reduce exposure to unclear obligations and poorly allocated risks.
- Improve supplier and contractor performance monitoring.
- Manage changes, claims, and disputes more consistently.
- Strengthen contract records, documentation, and audit readiness.
- Improve coordination between procurement, legal, finance, and operations.
- Apply contract management tools directly in the workplace.
- Support better value, cost control, and operational performance.
- Build a structured approach to managing international agreements.

Course Conclusion

International commercial contracts require careful coordination between business objectives, legal obligations, operational requirements, pricing arrangements, and risk controls. A well-managed agreement creates clarity for all parties, supports performance, and provides practical mechanisms for responding to change or disagreement.

This course equips participants with the knowledge and tools required to manage contracts from initial planning through closeout. They learn how to define requirements, select commercial models, evaluate proposals, draft key provisions, negotiate effectively, and establish disciplined contract administration processes.

The learning can be applied directly to supplier, customer, project, technology, outsourcing, service, and cross-border agreements. Participants will be better prepared to monitor obligations, manage documentation, assess variations, address claims, and protect the organization's commercial position throughout the contract lifecycle.

A decorative graphic at the bottom right of the page features a chessboard with several chess pieces (a king, a queen, and a pawn) and the word 'PARTNER' in large, bold, black letters. The background of the graphic has a subtle circular pattern.

Over the long term, effective commercial contract management helps organizations reduce risk, improve supplier accountability, control costs, prevent avoidable disputes, and strengthen business relationships. It also supports more consistent decision-making and creates a reliable foundation for successful domestic and international commercial operations.

A graphic of a chessboard with several chess pieces (a king, a queen, and a pawn) positioned on it. The board is checkered in black and white, and the pieces are gold and silver. In the bottom left corner, there is a solid gold square.

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