

Contract Management for Non-Contract Professionals

Istanbul (Turkey)

19 - 23 October 2025

UK Training

PARTNER



Contract Management for Non-Contract Professionals

Code: LD28 From: 19 - 23 October 2025 City: Istanbul (Turkey) Fees: 4600 Pound

Introduction

This Contract Management for Non-Contract Professionals training course seeks to provide you with skills to enhance your understanding of key competencies in relation to contracts, commercial obligations and contract law to enhance your leadership presence. By applying this knowledge to your professional role and the tasks and challenges you face in your work, you will augment your contribution to business contract negotiation and management.

Course Objectives

- What are the fundamentals of contracts?
- What are the fundamental concepts of commercial obligations?
- What variations can be used to reflect differing requirements?
- What are the jurisdictional variations in international business?
- What degree of convergence is there in international contracts?
- What are some of the usual clauses in contracts?
- How can we identify and manage risk in contracts?

Course Outlines

Day 1: An Introduction to Contracts

- Understand the notion of offer and acceptance.
- Understand the importance of agreement on main terms.
- Understand the implications of contractual agreements.
- Understand the fundamentals of commercial law and obligations.
- Understand the key relationships that underpin these obligations.
- Understand the potential consequences for breach of contract.
- Understand the concept of legal jurisdiction in the contract.

Day 2: Commercial Relationships and Obligations

- Explain the contracting structure of international business relationships.
- Understand some of the key terms used in the commercial world.
- Explain what applied contract law is all about.
- Understand the basic relationships involved in Agency, Partnerships, International Sales and use of Incoterms, Insurance, Intellectual Property, Dispute Resolution, Insolvency, and Bankruptcy.

Day 3: Types of Contractual Agreements



- Distinguish between the various contracts.
- Consider different commercial arrangements, and how these are covered by contracts.
- Conventional contracts - lump sum, schedule of rates, bills of quantities, reimbursable.
- Other approaches - risk and reward sharing, BOT contracts.
- Different management approaches for different contracts.

Day 4: Standard Contracts and Common Terms

- The concept of the model contract.
- The use of industry and company standard terms.
- A review of some of the clauses in common use in many types of contracts including warranties, defects liability, variations, liquidated damages and penalties, limits of liability, suspension, and termination.
- The contract management issues arising from some of these clauses.

Day 5: Contract Management and Risk Assessment

- The role of the contract manager and administrator.
- The methods for controlling third-party risk.
- The concept of consequential loss.
- The concept of frustration of contract and Force Majeure.
- Closing out contracts - and keeping records.



Blackbird Training Cities

Europe



Malaga (Spain)



Sarajevo (Bosnia and Herzegovina)



Oporto (Portugal)



Glasgow (Scotland)



Edinburgh (UK)



Oslo (Norway)



Anney (France)



Bordeaux (France)



Copenhagen (Denmark)



Birmingham (UK)



Lyon (France)



Moscow (Russia)



Stockholm (Sweden)
(Netherlands)



Podgorica (Montenegro)



Batumi (Georgia)



London (UK)



Istanbul (Turkey)



Amsterdam



Düsseldorf (Germany)



Paris (France)



Barcelona (Spain)



Munich (Germany)



Geneva (Switzerland)



Prague (Czech)



Vienna (Austria)



Rome (Italy)



Brussels (Belgium)



Madrid (Spain)



Berlin (Germany)



Lisbon (Portugal)



Zurich (Switzerland)



Manchester (UK)



Milan (Italy)



Blackbird Training Cities

USA & Canada



Los Angeles (USA)



Orlando, Florida (USA)



Online



Phoenix, Arizona (USA)



Houston, Texas (USA)



Boston, MA (USA)



Washington (USA)



Miami, Florida (USA)



New York City (USA)



Seattle, Washington (USA)



Washington DC (USA)



In House



Jersey, New Jersey (USA)



Toronto (Canada)

Africa



Baku (Azerbaijan)
(Thailand)



Maldives (Maldives)



Doha (Qatar)



Manila (Philippines)



Bali (Indonesia)



Bangkok



Beijing (China)



Singapore (Singapore)



Sydney (Australia)



Tokyo (Japan)



Jeddah (KSA)



Riyadh (KSA)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City (Kuwait)



Pulau Ujong (Singapore)



Jakarta (Indonesia)



Amman (Jordan)



Beirut (Lebanon)



Blackbird Training Cities

Asia



Kigali (Rwanda)



Cape Town (South Africa)



Accra (Ghana)



Lagos (Nigeria)



Marrakesh (Morocco)



Nairobi (Kenya)



Zanzibar (Tanzania)



Tangier (Morocco)



Cairo (Egypt)



Sharm El-Sheikh (Egypt)



Casablanca (Morocco)



Tunis (Tunisia)



Blackbird Training Clients



UK Training
PARTNER



Blackbird Training Categories

Management & Admin

Professional Skills
Finance, Accounting, Budgeting
Media & Public Relations
Project Management
Human Resources
Audit & Quality Assurance
Marketing, Sales, Customer Service
Secretary & Admin
Supply Chain & Logistics
Management & Leadership
Agile and Elevation

Technical Courses

Hospital Management
Public Sector
Special Workshops
Oil & Gas Engineering
Telecom Engineering
IT & IT Engineering
Health & Safety
Law and Contract Management
Customs & Safety
Aviation
C-Suite Training



BLACKBIRD
FOR TRAINING

 International House 185 Tower Bridge
Road London SE1 2UF United Kingdom

 +44 7401 1773 35
+44 7480 775526

 Sales@blackbird-training.com

 www.blackbird-training.com

