

Negotiating, Drafting & Understanding Contracts

Istanbul (Turkey)

14 - 18 June 2026

UK Training

PARTNER



Negotiating, Drafting & Understanding Contracts

Code: LD28 From: 14 - 18 June 2026 City: Istanbul (Turkey) Fees: 4600 Pound

Introduction

Contracts are the foundation of all business relationships, whether for constructing a new facility or supplying office supplies. The terms and management of the contract are critical to the success of any company. Contracts affect every aspect of business life, and all employees—whether directly involved in contract management or not—must understand how they function, especially in an international context.

This course covers the three stages of contracting: negotiating the deal, documenting it in a robust and practical way, and managing the performance of the contract itself. The goal is to develop general skills applicable to a wide range of contracts and to enhance participants' awareness of practices in other industries that may add value to their situations. The course also provides a perspective on how to consider matters from the other party's viewpoint.

Course Objectives

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

- Negotiate contracts effectively before structuring the contract documentation.
- Gain negotiation techniques to reach fair and beneficial agreements.
- Analyze and draft specific contract clauses using real examples.
- Understand differences in contract approaches across various jurisdictions, with common themes in contracting.
- Improve contract management skills and apply best practices to prevent or resolve disputes.
- Master advanced skills in contract drafting and negotiation for successful business agreements.

Course Outlines

Day 1: The "Deal" Behind the Contract, and How Do We Get There?

- What constitutes a contract?
- How to structure commercial arrangements.
- Innovative commercial solutions such as partnering, BOOT contracts, and others.
- Techniques for negotiating a contractual structure.
- Basic negotiation strategies for successful deals.
- How to document discussions during negotiations.
- Relationship between negotiating and contract drafting.
- Closing a deal and handling difficult negotiators.



Day 2: Drafting Contracts

- Using standard forms for contract drafting.
- Developing your own contract drafting standards.
- Modifying forms to fit specific needs.
- How to deal with qualifications and amendments in contracts.
- Structuring complex contracts for clarity and effectiveness.

Day 3: Negotiating Contracts

- Level playing field issues—how to be fair to multiple bidders.
- Addressing errors in bids.
- Negotiating techniques for handling complex wording in contracts.
- Finalizing contracts with proper formalities and authority to sign.

Day 4: Drafting Specific Clauses

- Performance clauses and how to manage the work.
- Ownership and rights concerning intellectual property.
- Risk allocation and force majeure clauses.
- Defining time for completion and handling delays.
- Penalties, liquidated damages, and their enforcement.
- Acceptance and testing clauses.
- Termination and suspension clauses.
- Applicable laws and dispute resolution methods.

Day 5: Management of Contracts

- Risk assessment and contract management strategies.
- Conducting kick-off meetings and assigning responsibilities.
- Setting and managing expectations effectively.
- Planning and reporting progress realistically.
- Handling defaults, external factors, and changes in contract terms.
- Managing payment issues in international contracts.
- Closeout procedures and lessons learned.

Managing Disputes:

- Recognizing and addressing potential issues early.
- Distinguishing between legal rights and commercial outcomes.
- Negotiating internal dispute resolution strategies.
- Types of external dispute resolution methods: litigation, arbitration, mediation, adjudication, and expert determination.
- Addressing enforcement challenges with different legal systems.

Why Attend this Course: Wins & Losses!

- Develop negotiation skills to secure the best contracts and deals.
- Gain a comprehensive understanding of contract drafting to improve your legal documentation.



- Learn how to mitigate risks through effective contract management.
- Achieve certification in contract management to advance your career.
- Enhance your ability to resolve disputes through structured legal frameworks.
- Equip yourself with the skills needed to draft and negotiate complex contracts.

Conclusion

The Negotiating Contracts, Drafting, and Contract Management Professional Course is an exceptional opportunity for professionals looking to refine their skills in contract management and negotiation. This course provides the tools to draft clear, enforceable contracts, manage them efficiently, and prevent or resolve disputes.

By attending this course, you will gain critical contract drafting skills, enhance your ability to negotiate effectively, and master contract management practices. Don't miss this opportunity to elevate your professional capabilities and ensure your business contracts are structured for success! Register now to unlock the full potential of your contract management career.



Blackbird Training Cities

Europe



Malaga (Spain)



Sarajevo (Bosnia and Herzegovina)



Oporto (Portugal)



Glasgow (Scotland)



Edinburgh (UK)



Oslo (Norway)



Annecy (France)



Bordeaux (France)



Copenhagen (Denmark)



Birmingham (UK)



Lyon (France)



Moscow (Russia)



Stockholm (Sweden)



Podgorica (Montenegro)



Batumi (Georgia)



Salzburg (Austria)



London (UK)



Istanbul (Turkey)



Amsterdam



Düsseldorf (Germany)



Paris (France)



Athens (Greece)



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)

ASIA



Baku (Azerbaijan)
(Thailand)



Maldives (Maldives)



Doha (Qatar)



Manila (Philippines)



Bali (Indonesia)



Bangkok



Beijing (China)



Singapore (Singapore)



Sydney



Tokyo (Japan)



Jeddah (KSA)



Riyadh (KSA)



Melbourne (Australia)
(Kuwait)



Phuket (Thailand)



Shanghai (China)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City



Seoul (South Korea)



Pulau Ujong (Singapore)



Irbid (Jordan)



Jakarta (Indonesia)



Amman (Jordan)



Beirut



Blackbird Training Cities

AFRICA



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



MANNAI Trading
Company WLL,
Qatar



Alumina Corporation
Guinea



Booking.com
Netherlands



Oxfam GB International
Organization,
Yemen



Capital Markets
Authority,
Kuwait



Waltersmith Petroman Oil Limited
Nigeria



Qatar National Bank
(QNB),
Qatar



Qatar Foundation,
Qatar



AFRICAN UNION ADVISORY
BOARD ON CORRUPTION,
Tanzania



KFAS
Kuwait



Reserve Bank of
Malawi,
Malawi



Central Bank of Nigeria
Nigeria



Ministry of Interior
Kingdom of Saudi Arabia
KSA



Mabruk Oil Company
Libya



Saudi Electricity
Company,
KSA



BADAN PENGELOLA
KEUANGAN Haji,
Indonesia



NATO
Italy



ENI CORPORATE
UNIVERSITY,
Italy



Gulf Bank
Kuwait



General Organization for
Social Insurance
KSA



Defence Space Administration
Nigeria



National Industries
Group (Holding),
Kuwait



Hamad Medical
Corporation,
Qatar



USAID
Pakistan



STC Solutions,
KSA



North Oil company,



EKO Electricity



Oman Broadband



UNITED NATIONS
UN.



Authority for

UK Training
PARTNER



Blackbird Training Categories

Management & Admin

Entertainment & Leisure
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

Artificial Intelligence (AI)
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



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

