

## Contract Leadership for Non-Legal Professionals

*Tunis (Tunisia)*

*22 - 26 March 2026*

UK Traininig

# PARTNER



## Contract Leadership for Non-Legal Professionals

Code: LD28 From: 22 - 26 March 2026 City: Tunis (Tunisia) Fees: 4400 Pound

### Introduction

In any commercial organization, contract management plays a critical role in protecting company interests and managing risks effectively. Whether you are a manager, executive, or part of a team, understanding contract lifecycle management is essential. This comprehensive training course is designed to enhance your understanding of contract management and ensure you are well-versed in the complexities of contracts used in everyday business transactions. The course will equip you with the skills to navigate through various types of contracts in project management, contract lifecycle management processes, and contract management best practices. Whether you're dealing with property management contracts or corporate agreements, this course will enhance your ability to handle contract negotiations effectively.

### Course Objectives

By the end of this course, participants will:

- Understand contract management meaning and recognize the appropriate contract management process to adopt in different scenarios.
- Learn how to assess and manage contract risks effectively.
- Gain the ability to apply appropriate contracting strategies in various business environments.
- Improve skills in analyzing and negotiating contracts, with a focus on risk mitigation.
- Gain insight into the contract lifecycle management, from initial drafting to contract close-out, ensuring better decision-making and risk control.
- Enhance leadership in contract management through improved understanding of contract leadership and property manager contract agreement processes.

### Course Outlines

#### Day 1: The Basis of Contracting

- Introduction to contract management and its role in the organization.
- Why we use contracts: the essential function of contracts in business.
- Legal requirements for a valid contract: understanding the legal framework.
- Differentiating between oral contracts and electronic contracts.
- Key elements: terms and conditions of contracts.
- Who has the authority to contract: understanding delegation and approval processes.

#### Day 2: Risk and Different Contracting Types

- How to assess and manage risk: an overview of risk management in contract management.
- Overview of traditional contract types vs modern contract types.



- Understanding bonds and guarantees and their role in protecting interests.
- The significance of letters of intent and when to use them.
- Determining which law governs contracts in different jurisdictions.

### Day 3: Major Contract Terms

- Understanding core contract terms and their implications.
- Obligation to perform: defining roles and responsibilities.
- Addressing issues related to defective goods and liability.
- Exploring indemnities and insurance clauses in contracts.
- Protecting intellectual property within contracts.
- The role of force majeure in mitigating unforeseen risks.

### Day 4: Changes and Variations, Payment, and Close-out Issues

- Managing changes and variations in contracts: how to handle amendments effectively.
- Addressing payment issues and understanding the importance of letters of credit.
- How to deal with warranty claims and their impact on contracts.
- Navigating suspension and termination clauses.
- Key contractual issues encountered during contract close-out.

### Day 5: Negotiation, Avoidance, and Resolution of Disputes

- Mastering the art of negotiation in contracts: from compromise to settlement.
- Exploring the legal routes: litigation, arbitration, and mediation.
- Understanding the role of expert determination and dispute review boards in resolving conflicts.
- Developing a strategy for contract management that aligns with business goals and reduces risks.

### Why Attend This Course: Wins & Losses!

- Gain a deep understanding of contract management: Learn the entire contract lifecycle management process and how it influences business operations.
- Enhance negotiation skills: Master the skills needed to control contract negotiations and avoid common pitfalls, protecting your organization's interests.
- Develop risk management expertise: Learn how to evaluate risks and develop effective strategies to mitigate them in contract management.
- Build leadership in contract management: Understand contract leadership and gain the skills necessary to lead your organization in managing contracts effectively.
- Improve decision-making: Equip yourself with the tools and knowledge to make informed decisions throughout the contract lifecycle.

### Conclusion

In today's competitive business environment, contract management is an essential skill that can significantly impact an organization's success. By attending this course, you will gain comprehensive knowledge of contract lifecycle management, understand the different types of contracts in project management, and develop the skills to handle complex negotiations, risk management, and dispute resolution. The contract management best practices taught here will enhance your ability to protect your organization's interests, reduce legal risks, and improve business outcomes.



Enroll today and sharpen your expertise in contract management—the key to success in any commercial organization!





## 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)



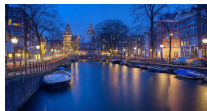
Florence (Italy)



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



المؤسسة العامة للتأمينات الاجتماعية  
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.



هيئة تنظيم الكهرباء - عمان  
AUTHORITY FOR ELECTRICITY REGULATION, OMAN  
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

