

The Essentials of Contracting & Contract Negotiation

Dubai (UAE)

24 - 28 November 2024

UK Training

PARTNER



The Essentials of Contracting & Contract Negotiation

Code: LM28 From: 24 - 28 November 2024 City: Dubai (UAE) Fees: 3900 Pound

Introduction

This 5-day intensive training course is designed to equip participants with essential knowledge and skills in contracting and contract negotiation. Through a mix of theoretical insights, practical examples, and interactive exercises, participants will gain a comprehensive understanding of contract management and the negotiation process.

Objectives

- Understand the fundamental principles of contracting.
- Draft and review contract clauses effectively.
- Identify and manage contract risks.
- Develop strategic negotiation skills.
- Apply best practices in contract management.

Course Outline

Day 1

Foundations of Contracting

- Overview of Contract Law
- Types of Contracts
- Key Contract Terminology
- The Contract Lifecycle
- Common Pitfalls in Contracting

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Day 2

Contract Drafting and Review

- Essential Elements of a Contract
- Drafting Clear and Concise Clauses
- Reviewing and Amending Contracts
- Understanding Boilerplate Clauses
- Case Studies: Effective Contract Drafting

Day 3

Contract Risk Management

- Identifying Contract Risks
- Risk Assessment Techniques
- Mitigating Contract Risks
- Managing Contract Disputes
- Legal Considerations in Contracting

Day 4

Negotiation Strategies and Techniques

- Principles of Negotiation
- Preparing for Negotiations
- Negotiation Styles and Tactics
- Cross-Cultural Negotiation
- Role-Playing Exercises and Simulations

Day 5

Best Practices in Contract Management

- Contract Performance Monitoring
- Managing Contract Changes
- Ensuring Compliance with Contract Terms
- Leveraging Technology in Contract Management
- Continuous Improvement in Contracting Processes

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