

Contract and Tender Management in International Projects

Kuala Lumpur (Malaysia)

13 - 17 January 2025

UK Training

PARTNER

Contract and Tender Management in International Projects

Code: PM28 From: 13 - 17 January 2025 City: Kuala Lumpur (Malaysia) Fees: 4200 Pound

Introduction

The course "Contract and Tender Management in International Projects" provides essential knowledge and skills for managing contracts and tenders within the context of global projects. Participants will learn best practices in drafting, negotiating, and managing contracts, as well as strategies for successfully navigating the tender process. This course is ideal for professionals involved in international project management, ensuring they are equipped to handle the complexities and legal requirements of contracts and tenders in a global environment.

Course Objectives

- **Understanding International Contracts:** Gain a thorough understanding of the key components and legal aspects of international contracts.
- **Tender Process Mastery:** Learn the steps and best practices for managing the tender process in international projects.
- **Risk Management:** Identify and mitigate risks associated with contracts and tenders in global projects.
- **Negotiation Skills:** Develop effective negotiation strategies tailored to international contract and tender management.
- **Compliance and Regulations:** Understand the compliance requirements and regulations governing international contracts.

Course Outlines

Day 1: Introduction to International Contracts and Tender Management

- Overview of contract types and structures in international projects.
- Understanding key legal principles and terminology.
- Introduction to the tendering process and its significance in global projects.
- Overview of international standards and regulations affecting contracts.

Day 2: Tender Process and Bid Management

- Steps for preparing and managing international tenders.
- Developing clear and comprehensive tender documents.
- Strategies for evaluating and selecting bids in international projects.
- Managing communication and relationships with potential bidders.

Day 3: Contract Negotiation Techniques

- Essential negotiation skills for international contract agreements.
- Identifying and managing stakeholder interests in negotiations.

The logo for UK Training Partner features the text 'UK Training' in a small, black sans-serif font above the word 'PARTNER' in a large, bold, black sans-serif font. The text is positioned on a white and grey checkered chessboard background. In the foreground, there are three chess pieces: a silver pawn, a silver knight, and a gold king, arranged in a line from left to right. The background also features a series of concentric, light grey circles.

- Strategies for achieving favorable terms in international contracts.
- Techniques for overcoming common challenges in cross-border negotiations.

Day 4: Contract Administration and Risk Management

- Best practices for contract administration throughout the project lifecycle.
- Identifying and mitigating risks associated with international contracts.
- Monitoring compliance and performance in international projects.
- Handling amendments, variations, and contract modifications effectively.

Day 5: Dispute Resolution and Case Studies

- Understanding dispute resolution mechanisms in international contracts.
- Exploring arbitration, mediation, and litigation options.
- Reviewing case studies of successful and problematic international projects.
- Applying lessons learned to improve contract and tender management practices.

A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a knight) on it, set against a background of concentric circles. The text 'UK Training PARTNER' is overlaid on the board.

UK Training
PARTNER

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)
(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)

UK Training
PARTNER

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

UK Training
PARTNER

