

# Contract and Tender Management in International Projects

*Edinburgh (UK)*

*16 - 20 June 2025*

UK Training

# PARTNER



# Contract and Tender Management in International Projects

Code: PM28 From: 16 - 20 June 2025 City: Edinburgh (UK) Fees: 4700 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.

A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a pawn) on it. The pieces are gold and silver. The text 'UK Training PARTNER' is overlaid on the board.

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- 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, and a pawn) on it, set against a background of concentric circles. The text 'UK Training' is positioned above the word 'PARTNER' in a large, bold, black font.

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