BLACKBIRD FOR TRAINING

Contract and Tender Management in International Projects

6 – 10 December 2026
Istanbul (Turkey)

UK Trainig
PARTNER



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Introduction

The "Contract and Tender Management in International Projects" course offers essential knowledge and practical skills for professionals involved in managing contracts and tenders within global project environments. This specialized training is designed to equip participants with expertise in navigating the complexities of contract negotiation strategies, tender management, and contract administration. Participants will master the processes of project tendering, understand the critical principles of contract administration, and acquire the tools needed to effectively handle global tender management challenges. Whether you're a contract administrator or seeking to improve your skills in international projects, this course will prepare you to achieve excellence in this competitive field.

Course Objectives

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

- Understand International Contracts: Develop a thorough understanding of international contracts, their structures, and essential legal principles.
- Master the Tender Management Process: Learn the tender management process and best practices for successful project tendering in global projects.
- Mitigate Risks Effectively: Identify and mitigate risks associated with contracts and tenders in the context of international projects.
- Develop Negotiation Skills: Enhance your expertise in contract negotiation strategies, focusing on securing favorable terms in cross-border agreements.
- Ensure Compliance with Global Standards: Gain insights into compliance requirements and international regulations affecting contract administration and tendering.

Course Outlines

Day 1: Introduction to International Contracts and Tender Management

- Overview of international contract types, structures, and legal principles.
- Understanding the meaning and importance of contract administration in global projects.
- Introduction to tender management and its role in international projects.
- Examination of international standards and regulations affecting contracts and tenders.



Day 2: Tender Process and Bid Management

- Detailed steps of the tender management process for global projects.
- How to create clear, comprehensive tender documents for effective project tendering.
- Strategies for evaluating and selecting bids, ensuring robust bid management.
- Effective communication with potential bidders and fostering successful bidder relationships.

Day 3: Contract Negotiation Techniques

- Key skills and contract negotiation strategies for achieving optimal terms in international contracts.
- Managing stakeholder expectations during negotiations.
- Overcoming challenges in cross-border contract negotiations.
- Applying best practices in contract administration during negotiations.

Day 4: Contract Administration and Risk Management

- Exploring the contract administration process across the project lifecycle.
- Techniques for identifying and mitigating risks in international projects.
- Ensuring compliance and monitoring performance in global tender management.
- Handling amendments, variations, and contract modifications effectively.

Day 5: Dispute Resolution and Case Studies

- Overview of dispute resolution mechanisms such as arbitration, mediation, and litigation.
- Case studies of successful and problematic international projects, with lessons for better contract administration and tender management.
- Application of lessons learned to improve practices in project tendering and global contract management.

Why Attend This Course? Wins & Losses!

- Gain a deep understanding of contract administration and tender management best practices.
- Learn to manage and lead international projects confidently by mastering contract negotiation strategies.
- Equip yourself with tools to navigate the tender management process and handle project tendering challenges.
- Strengthen your knowledge of global compliance requirements and international standards.
- Enhance your career prospects through a focus on contract administrator duties and certifications.



Conclusion

This comprehensive course on "Contract and Tender Management in International Projects" is designed for professionals aiming to excel in contract administration and global tender management. Participants will gain practical skills and advanced knowledge in contract negotiation strategies, project tendering, and international projects. Whether you are a contract administrator seeking certification or a professional aiming to strengthen your role in international contracts, this course provides the tools you need to succeed.

Enroll now to enhance your expertise in contract management and become a leader in managing international projects with confidence and precision!

