

Advanced Contract Negotiation and Purchasing Skills Course

2027 13 – 9
Sharm El-Sheikh (Egypt)

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Day 3: Contract Drafting and Legal Considerations

- Critical clauses in procurement contracts and their implications
- Risk allocation through warranties, indemnities, and limitation clauses
- Intellectual property rights and confidentiality protections
- International contract law and jurisdictional considerations

Day 4: Advanced Negotiation Tactics and Dispute Resolution

- Power dynamics, leverage, and negotiation positioning
- Managing difficult negotiators and resolving deadlocks
- Alternative dispute resolution methods ADR
- Negotiating contract variations, renewals, and amendments

Day 5: Risk Management and Contract Performance

- Identifying and assessing procurement and contractual risks
- Contract performance management and KPIs
- Compliance monitoring and contract audit practices
- Ethical standards and governance in procurement negotiations

Individual Impact

- Stronger ability to negotiate favorable commercial and contractual terms.
- Enhanced competence in drafting and reviewing procurement contracts.
- Improved strategic thinking in supplier selection and management.
- Greater confidence in resolving disputes and managing complex negotiations.

Organizational Impact

- Reduced contractual and supplier-related risks.
- Improved cost efficiency and value realization in procurement activities.
- Stronger supplier partnerships aligned with strategic objectives.
- Enhanced compliance, governance, and ethical procurement practices.

Training Methodology

- Interactive negotiation simulations and role-play exercises.
- Real-world contract review and drafting workshops.
- Case studies based on complex procurement scenarios.
- Group discussions focused on strategy, risk, and dispute management.

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

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Beyond the Course

Participants will leave ready to:

- Lead high-stakes contract negotiations effectively.
- Draft and manage contracts that protect organizational interests.
- Strengthen supplier performance and accountability frameworks.
- Navigate complex procurement environments with strategic clarity and confidence.

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