# The Essentials of Contracting & Contract Negotiation Course

2027 □□□□□ 25 – 14
Paris (France)



# The Essentials of Contracting & Contract Negotiation Course

Ref: 20221632_125494 Duration: Paris (France) Fees: 9400 GBP

## Why This Course

Contracts are the foundation of successful business relationships, yet managing them effectively requires both legal understanding and strategic negotiation skills. This intensive 2-week program equips professionals with the knowledge and practical tools to draft, negotiate, and manage contracts confidently. Through case studies, interactive exercises, and real-world examples, participants will develop expertise in contract law, risk management, negotiation, and dispute resolution—essential skills for procurement, legal, and project management professionals.

## What You'll Learn and Practice

By attending this program, you will be able to:

- Understand fundamental principles of contract law and formation.
- Draft clear, effective, and enforceable contract clauses.
- Apply advanced negotiation techniques to achieve favorable terms.
- Manage contract risks and resolve disputes efficiently.
- Gain hands-on experience through practical case studies and exercises.

## The Program Flow

### Day 1: Introduction to Contract Law

- Basic principles of contract law
- Contract formation and validity
- Types of contracts
- Legal and regulatory framework

### Day 2: Contract Structure and Key Clauses

- Essential contract components
- Drafting clear and enforceable clauses
- Risk allocation provisions
- Boilerplate clauses and their significance



## Day 3: Pre-Contract Negotiations

- Preparing for negotiations
- Identifying negotiation objectives
- Developing negotiation strategies
- Understanding the other party's perspective

## Day 4: Negotiation Techniques and Tactics

- Effective communication in negotiations
- Persuasion and influence strategies
- Handling difficult negotiators
- Overcoming negotiation deadlocks

## Day 5: Contract Pricing and Financial Terms

- Pricing models and strategies
- Payment terms and schedules
- Financial risks and mitigation
- Currency and tax considerations

## Day 6: Performance Management and KPIs

- Defining performance criteria
- Key Performance Indicators KPIs
- Service Level Agreements SLAs
- Monitoring and reporting mechanisms

## Day 7: Change Management and Contract Modifications

- Managing scope changes
- Contract amendment processes
- Renegotiation strategies
- Assessing the impact of changes

## Day 8: Dispute Resolution and Claims Management

- Types of contract disputes
- Alternative Dispute Resolution ADR methods
- Litigation and arbitration
- Claims preparation and defense



### Day 9: Contract Risk Management

- Identifying and assessing contract risks
- Risk mitigation strategies
- Insurance and indemnification clauses
- Force majeure and hardship considerations

### Day 10: Ethics in Contracting and Negotiation

- Ethical considerations in contracting
- Anti-corruption and compliance practices
- Confidentiality and data protection
- Corporate social responsibility in contracts

## Individual Impact

Participants will leave the course with:

- The ability to draft clear, comprehensive, and enforceable contracts.
- Advanced negotiation skills for securing favorable contract terms.
- Enhanced capabilities in contract risk management.
- Strategies and practical skills for effective dispute resolution and claims handling.

## Organizational Impact

Organizations will benefit from:

- Stronger, more reliable contract management processes.
- Improved negotiation outcomes and optimized financial terms.
- Reduced exposure to contractual risks and disputes.
- Enhanced compliance, ethical standards, and corporate governance in contracting.

## Training Methodology

- Interactive workshops and practical exercises
- Real-world case studies and negotiation simulations
- Collaborative group problem-solving
- Action planning for applying contract management skills effectively

## Beyond the Course

By the end of the two weeks, participants will be fully prepared to:



• Draft, review, and manage contracts with confidence and precision.
• Negotiate agreements that maximize value and minimize risk.
• Handle disputes and claims proactively and strategically.
• Apply ethical practices and compliance standards in all contracting activities.

