

The Essentials of Contracting & Contract Negotiation Course

2027 10 - 30
Casablanca (Morocco)

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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 ten days, participants will be fully prepared to:

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- 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.

A graphic of a chessboard with several chess pieces. A large gold king piece is in the foreground, with a silver pawn and a gold pawn behind it. The board is checkered and extends into the distance. In the bottom left corner, there is a solid gold square.

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