

# The Essentials of Contracting & Contract Negotiation Course

2026 000000 23 - 12  
Amsterdam (Netherlands)

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## The Essentials of Contracting & Contract Negotiation Course

**2022-2023** **1632-1633** **2612** **Location:** Amsterdam (Netherlands) **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 10-day 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

A graphic of a chessboard with several pawns. In the foreground, a gold king piece stands prominently. Behind it, a silver pawn and a gold pawn are visible. The background shows concentric circles emanating from the center of the board.

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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

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A graphic of a chessboard with several chess pieces. A large gold king piece is in the foreground, with a silver pawn and a silver knight behind it. In the background, there are concentric circles and a small gold pawn.

## 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.

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