

Contract Excellence for Non-Legal Professionals Training

2027 11 - 7
Istanbul (Turkey)

UK Training

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Day 3: Contract Negotiation and Drafting

- Preparing for negotiations with confidence.
- Understanding key contract clauses and their impact.
- Drafting clear and practical contract terms.
- Avoiding common drafting mistakes.

Day 4: Contract Performance and Changes

- Managing contract execution and obligations.
- Handling changes, variations, and amendments.
- Addressing unexpected situations and disruptions.
- Managing contract termination effectively.

Day 5: Dispute Resolution and Contract Close-out

- Identifying and addressing contract breaches.
- Applying structured approaches to resolve disputes.
- Negotiating settlements and practical solutions.
- Closing contracts and capturing lessons learned.

Individual Impact

- Build confidence in understanding and managing contracts.
- Improve your negotiation and decision-making skills.
- Strengthen your ability to identify and manage risks.
- Enhance your overall business and commercial awareness.

Organizational Impact

- Reduce contractual risks and misunderstandings.
- Improve the quality of negotiations and agreements.
- Strengthen contract compliance and performance.
- Support better business decisions across teams.

Training Methodology

This program focuses on practical, easy-to-apply learning through:

- Real-world contract examples and case studies.
- Interactive discussions and group exercises.
- Practical negotiation and scenario-based activities.
- Tools and templates for immediate use.

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A graphic illustration of a chessboard with several chess pieces. A large gold king piece is prominent in the foreground, with a silver pawn and a gold pawn nearby. The background features concentric circles, suggesting a strategic or global theme.

Beyond the Course

By the end of this program, participants will have the confidence and skills to handle contracts effectively without needing a legal background.

They will return ready to:

- Review and understand contract terms clearly.
- Negotiate better agreements with confidence.
- Identify and reduce contractual risks.
- Manage contracts and resolve issues effectively.

This course empowers professionals to navigate contracts with clarity and confidence—supporting stronger agreements and better business outcomes.

A graphic of a chessboard with several chess pieces (a king, a queen, and a pawn) on it, set against a background of concentric circles.

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