

Mastering Tenders & Contract Management: A 5-Day Course

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Riyadh (KSA)

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Day 3: Contract Negotiation and Risk Management

- Negotiation strategies for achieving favorable outcomes
- Identifying, assessing, and mitigating contractual risks
- Performance guarantees, bonds, and securities
- Managing changes, variations, and amendments

Day 4: Contract Administration and Performance Management

- Contract governance and stakeholder engagement
- Monitoring contractor performance against KPIs
- Handling variations, claims, and contractual disputes
- Financial management, invoicing, and payment procedures

Day 5: Dispute Resolution and Contract Closure

- Mechanisms for resolving contractual disputes
- Strategies for contract termination and exit management
- Lessons learned and continuous improvement initiatives
- Contract closure, archiving, and documentation best practices

Individual Impact

- Ability to design and implement efficient tender and procurement processes.
- Enhanced negotiation skills for securing favorable contract terms.
- Improved risk management and mitigation capabilities in contract administration.
- Practical tools for ongoing contract monitoring and performance optimization.

Organizational Impact

- Streamlined tendering and procurement operations.
- Reduced contractual risks and enhanced supplier performance.
- Stronger governance and compliance in contract management.
- Increased operational efficiency and value delivery through optimized contracts.

Training Methodology

- Interactive workshops and practical exercises on tender evaluation and contract negotiation.
- Real-world case studies and simulations to apply learned concepts.
- Group discussions and collaborative problem-solving.
- Practical templates and tools for immediate workplace implementation.

A graphic of a chessboard with several chess pieces. In the foreground, there is a gold king piece, a silver pawn, and a silver knight. In the background, there are concentric circles emanating from a point, suggesting a strategic or analytical theme.

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Beyond the Course

Participants will leave ready to:

- Manage tenders and contracts with confidence and efficiency.
- Negotiate favorable contract terms while mitigating risks.
- Monitor and optimize contract performance throughout the lifecycle.
- Apply best practices in dispute resolution and contract closure for long-term value.

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