MAWA EVENTS

Address: No. 857, Block A2. Leisure Commerce Square - No 9., 46150 Petaling Jaya, Selangor, Malaysia

Phone: +601116373203 | **Email:** info@mawaevents.net

EFFECTIVE ADVANCED CONTRACT MANAGEMENT

""Mastering the Lifecycle of Complex Contracts for Risk Control, Performance & Compliance""

Schedule

Date	Venue	Fees (Face-to-Face)
15 – 19 Feb 2026	Muscat, Oman	USD 3495 per delegate
21 – 25 Jun 2026	Manama, Bahrain	USD 3495 per delegate
07 – 11 Sep 2026	Dubai, UAE	USD 3495 per delegate
26 – 30 Oct 2026	Dubai, UAE	USD 3495 per delegate

► **Available delivery methods:** Face-to-Face & Online Training

Introduction

In today's complex and high-risk business environment, effective contract management is not just about enforcing legal agreements—it's about delivering value, ensuring compliance, mitigating risk, and sustaining strong business relationships. Organizations that adopt a structured and strategic approach to contract management consistently outperform their peers in performance, cost control, and dispute avoidance.

This intensive five-day program equips contract and project professionals with the advanced tools, strategies, and best practices to manage the full contract lifecycle—from initiation and execution to monitoring, amendment, and closeout. Emphasis is placed on managing risks, handling contract variations, performance enforcement, supplier relations, and resolving disputes efficiently.

Objectives

By the end of this course, participants will be able to:

- Apply advanced contract management principles to complex contractual environments
- Develop contract strategies that align with organizational goals and legal obligations
- Manage variations, claims, and contractual disputes with confidence
- Monitor contractor performance and ensure delivery of obligations
- Establish governance, documentation, and control mechanisms throughout the contract lifecycle

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Why Attend

- Gain mastery in handling complex contract clauses and performance enforcement
- Minimize exposure to legal and financial risks from poorly managed contracts
- Learn how to build and maintain effective relationships with contractors and vendors
- Improve internal coordination between legal, technical, and procurement teams
- Stay ahead of contractual obligations through proactive planning and communication

Target Audience

This program is designed for:

- Contract managers and administrators
- Procurement and sourcing professionals
- Project managers and engineers involved in contract execution
- Legal advisors and compliance officers
- Vendor managers and client-side representatives

Individual Benefits

Key competencies that will be developed include:

- Drafting, interpreting, and negotiating contract terms and conditions
- Managing contract risks, warranties, indemnities, and liabilities
- Handling contract modifications, delays, and claims
- Contract performance measurement and enforcement
- Strengthening contractor relationship management

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- More robust contract governance and performance tracking
- Reduced frequency of contractual disputes and penalties
- Enhanced supplier compliance and accountability
- Clear documentation, audit readiness, and contract closure practices
- Strategic alignment between contract terms and business outcomes

Instructional Methodology

The course follows a blended learning approach combining theory with practice:

- Strategy Briefings – Key contract management models and frameworks
- Case Studies – Complex contract scenarios across public and private sectors
- Workshops – Clause analysis, risk mapping, and dispute response exercises
- Peer Exchange – Sharing of contract challenges and resolution practices
- Tools – Templates for variation notices, risk registers, KPIs, and audit checklists

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Course Outline

Detailed 5-Day Course Outline

Training Hours: 07:30 AM – 3:30 PM **Daily Format:** 3–4 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

Day 1: Contract Strategy and Lifecycle Management

- Module 1: The Role of Advanced Contract Management (07:30 – 09:30) • Strategic vs transactional contracting • Lifecycle and critical success factors
- Module 2: Contract Types and Risk Allocation (09:45 – 11:15) • Fixed-price, cost-plus, unit rate, EPC contracts
- Module 3: Stakeholder Roles and Governance Models (11:30 – 01:00) • Project owner, contractor, consultant, and legal interfaces
- Module 4: Workshop – Mapping the Contract Lifecycle (02:00 – 03:30)

Day 2: Contractual Risk, Liability & Compliance

- Module 1: Identifying and Managing Contractual Risk (07:30 – 09:30) • Risk registers, indemnities, warranties, and limitations
- Module 2: Legal Clauses in Focus (09:45 – 11:15) • Force majeure, termination, liquidated damages, arbitration
- Module 3: Compliance and Documentation (11:30 – 01:00) • Clause audits, document control, version tracking
- Module 4: Workshop – Risk Review of a Sample Contract (02:00 – 03:30)

Day 3: Contractor Performance & Variation Management

- Module 1: KPIs and Contract Performance Management (07:30 – 09:30) • Setting service levels and monitoring delivery
- Module 2: Contract Changes and Variation Control (09:45 – 11:15) • Variation notices, approvals, pricing, and impact assessments
- Module 3: Managing Delays and Time Extensions (11:30 – 01:00) • Schedule management, notices of delay, and recovery actions
- Module 4: Workshop – Drafting a Variation and Delay Claim Response (02:00 – 03:30)

Day 4: Claims, Disputes, and Resolution Mechanisms

- Module 1: Types and Sources of Contract Claims (07:30 – 09:30) • Scope, time, cost, and quality-related disputes
- Module 2: Claim Evaluation and Negotiation (09:45 – 11:15) • Documentation requirements, counterclaims, mediation paths
- Module 3: Formal Dispute Resolution (11:30 – 01:00) • ADR, arbitration, litigation overview, and practical implications
- Module 4: Workshop – Simulated Contract Negotiation (02:00 – 03:30)

Day 5: Closeout, Lessons Learned & Future Improvements

- Module 1: Contract Closeout Procedures (07:30 – 09:30) • Completion certificates, final payments, and release
- Module 2: Post-Contract Evaluation and Audits (09:45 – 11:15) • KPI reviews, lessons learned, and contract file audits
- Module 3: Strengthening Organizational Contracting Practices (11:30 – 01:00) • Governance, training, and system integration
- Module 4: Certification and Wrap-Up (02:00 – 03:30)

Certification

Participants will receive a Certificate of Completion in Effective Advanced Contract Management, confirming their ability to oversee complex contracts, mitigate risks, enforce performance, and ensure compliance through structured, advanced contract management practices.

Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
- **Industry-Leading Faculty:** Courses delivered by seasoned professionals with hands-on experience.
- **Practical Insights:** Learn to turn theory into actionable strategies for real-world business impact.
- **Client-Focused Solutions:** Customized programs designed to achieve your organisation’s unique goals.

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