MAWA EVENTS

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

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

CONTRACT & COMMERCIAL MANAGEMENT PRACTITIONER CERTIFICATION

"Mastering the Skills to Optimize Contracts, Mitigate Risks & Drive Business Value"

Schedule

Date	Venue	Fees (Face-to-Face)
05 – 09 Oct 2026	Dubai, UAE	USD 3495 per delegate

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

Introduction

Effective contract and commercial management are essential to achieving profitable and sustainable business relationships. From contract drafting to negotiation and lifecycle oversight, the ability to manage contractual obligations and risks is a vital skill across procurement, sales, legal, and operations functions.

This 5-day practitioner-level certification course provides participants with a comprehensive toolkit for managing contracts and commercial terms in complex business environments. The course includes practical frameworks, risk evaluation techniques, and performance monitoring strategies designed to enhance both compliance and commercial outcomes.

Objectives

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

- Understand the full lifecycle of contract and commercial management
- Draft, review, and negotiate key contractual clauses and terms
- Manage risks, obligations, and disputes proactively
- Align commercial terms with business strategy and performance goals
- Support cross-functional collaboration in contract execution and oversight

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Why Attend

- Gain a globally applicable skillset in contract and commercial best practices
- Learn practical techniques for protecting value and managing performance
- Understand legal risks, rights, and remedies without needing a law degree
- Strengthen your negotiation position through better contract structuring
- Prepare for roles in commercial, procurement, or legal project management

Target Audience

This program is designed for:

- Contract managers and commercial professionals
- Procurement and supply chain officers
- Project managers and operations leads
- Legal counsel and compliance specialists
- Sales, finance, and business development teams managing client contracts

Individual Benefits

Key competencies that will be developed include:

- Contract drafting, risk assessment, and negotiation skills
- Commercial awareness and business case alignment
- Dispute avoidance and claims mitigation capabilities
- Relationship and stakeholder management
- Documentation control and compliance tracking

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Improved risk management and legal compliance
- Higher contract value realization through better terms and enforcement
- Fewer disputes and renegotiations due to clear, aligned expectations
- Stronger supplier and customer relationships
- Streamlined commercial governance and accountability

Instructional Methodology

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

- Strategy Briefings – Contract principles, legal frameworks, and best practices
- Case Studies – Lessons from real-life contractual successes and disputes
- Workshops – Hands-on drafting, review, and negotiation exercises
- Peer Exchange – Sharing challenges in contract performance and vendor/client relations
- Tools – Clause templates, risk registers, obligation tracking frameworks

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Course Outline

Detailed 5-Day Course Outline

Training Hours: 7:30 AM – 3:30 PM Daily Format: 3–4 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

Day 1: Fundamentals of Contract and Commercial Management

- Module 1: Introduction to Contract & Commercial Principles (07:30 – 09:30) • The role of contract and commercial management • Contract types and structures: fixed-price, cost-reimbursable, etc. • Legal principles in contracts (offer, acceptance, consideration)
- Module 2: Contract Lifecycle Management (09:45 – 11:15) • Stages: initiation, negotiation, execution, performance, closeout • Key stakeholders and governance models
- Module 3: Commercial Strategy and Value Protection (11:30 – 01:00) • Commercial objectives and stakeholder alignment • Building commercial value into contracts
- Module 4: Workshop – Contract Landscape Assessment (02:00 – 03:30) • Mapping organizational contract maturity • Group analysis and discussion

Day 2: Drafting and Structuring Effective Contracts

- Module 1: Key Clauses and Structures (07:30 – 09:30) • Scope, price, payment, delivery, liability, indemnity • Boilerplate clauses and their significance
- Module 2: Risk Allocation Through Contracts (09:45 – 11:15) • Identifying and mitigating legal and commercial risks • Force majeure, warranties, performance guarantees
- Module 3: Compliance, Ethics & Governing Law (11:30 – 01:00) • Anti-bribery, IP rights, confidentiality, and data protection • Choice of law and jurisdiction considerations
- Module 4: Workshop – Drafting Key Clauses (02:00 – 03:30) • Clause review and rewrite practice • Group review and instructor feedback

Day 3: Negotiation and Risk Management

- Module 1: Contract Negotiation Strategy (07:30 – 09:30) • Planning and positioning • BATNA, interests vs. positions, concessions
- Module 2: Managing Risk and Change (09:45 – 11:15) • Change orders and variation clauses • Contingency planning and contract amendments
- Module 3: Supplier and Client Relationship Management (11:30 – 01:00) • Collaboration and conflict resolution techniques • Performance and service level agreements (SLAs)
- Module 4: Simulation – Contract Negotiation Role Play (02:00 – 03:30) • Team-based negotiation scenarios • Feedback and lessons learned

Day 4: Performance, Obligations, and Claims

- Module 1: Contract Performance Management (07:30 – 09:30) • Tracking obligations, milestones, and deliverables • Contract KPIs and reporting
- Module 2: Claims and Dispute Avoidance (09:45 – 11:15) • Types of claims and how to handle them • Early warning systems and records
- Module 3: Contract Close-Out and Lessons Learned (11:30 – 01:00) • Completion certificates and final accounts • Capturing improvements for future contracts
- Module 4: Case Study – Major Contract Dispute Resolution (02:00 – 03:30) • Dispute analysis and resolution options • Arbitration, mediation, and litigation overview

Day 5: Certification Assessment & Practical Application

- Module 1: Final Project – Commercial Risk Review (07:30 – 09:30) • Group exercise on commercial assessment and strategy alignment • Presentation and peer critique
- Module 2: Certification Exam (09:45 – 11:15) • Knowledge check and practical application scenario
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Module 3: Action Planning for Implementation (11:30 – 01:00) • Personal application in current role • Contract management improvement checklist

- Module 4: Wrap-Up and Certificate Distribution (02:00 – 03:30) • Key takeaways and next steps • Final Q&A and closing remarks

Certification

Participants will receive a Certificate of Completion in Contract & Commercial Management (Practitioner Level), validating their practical capabilities in managing contracts and commercial risk across the lifecycle of business relationships.

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.

In-House / Customized Training Interested in running this course for your team? Please contact us:	TEL: **+601116373203**	EMAIL: **info@mawaevents.net**

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