MAWA EVENTS

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

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

STRATEGIC & TACTICAL CONTRACT MANAGEMENT & PROCUREMENT

"Driving Value, Compliance, and Risk Control through Contracting and Procurement Excellence"

Schedule

Date	Venue	Fees (Face-to-Face)
10 – 14 May 2026	Cairo, Egypt	USD 3495 per delegate

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

Introduction

In an increasingly complex and competitive global environment, effective contract and procurement management is critical for delivering value, managing supplier risk, and ensuring organizational agility. Strategic procurement aligns with business goals, while tactical execution ensures timely delivery, compliance, and cost control.

This comprehensive course blends both strategic and operational dimensions of contract and procurement management. It equips professionals with the tools, templates, and frameworks to optimize sourcing decisions, negotiate favorable terms, manage supplier performance, and reduce risk throughout the contract lifecycle.

Objectives

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

- Understand and implement both strategic and tactical procurement practices
- Develop and manage contract lifecycles effectively
- Evaluate and select suppliers based on risk, cost, and performance criteria
- Negotiate contract terms that align with organizational goals
- Ensure compliance, mitigate contractual risk, and drive supplier accountability

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Why Attend

- Gain an integrated understanding of procurement and contracting strategy
- Enhance vendor relationships through structured contract management
- Minimize disputes and delays through effective contract drafting and oversight
- Support cost savings and business continuity objectives
- Improve sourcing, evaluation, negotiation, and supplier monitoring skills

Target Audience

This program is designed for:

- Procurement, sourcing, and purchasing professionals
- Contract managers and legal support staff
- Project managers and operations personnel
- Finance, compliance, and audit professionals involved in contracts
- Anyone seeking to improve procurement and contract execution practices

Individual Benefits

Key competencies that will be developed include:

- Strategic sourcing, supplier evaluation, and negotiation
- Contract structuring, administration, and close-out techniques
- Risk management in procurement and contractual obligations
- Performance monitoring and dispute resolution
- Alignment of contract terms with operational and legal standards

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Enhanced contract governance and procurement efficiency
- Reduced supplier-related risks and improved vendor performance
- Stronger alignment between procurement activities and business goals
- Improved compliance with policies, laws, and ethical standards
- Greater savings and return on investment in third-party engagements

Instructional Methodology

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

- Strategy Briefings – Contract frameworks, procurement strategies, and sourcing models
- Case Studies – Real-life supplier disputes, contract failures, and sourcing wins
- Workshops – Drafting contracts, RFP evaluation, and negotiation simulations
- Peer Exchange – Group discussions on local and global procurement practices
- Tools – Templates for contract risk assessment, procurement KPIs, and supplier scorecards

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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: Procurement Strategy and Contracting Fundamentals

- Module 1: Strategic vs. Tactical Procurement Roles (07:30 – 09:30) • Differentiating value-based sourcing from operational buying
- Module 2: Contracting Principles and Legal Concepts (09:45 – 11:15) • Key elements of enforceable contracts, liabilities, and remedies
- Module 3: The Contract Lifecycle – From Planning to Close-Out (11:30 – 01:00) • Overview of key phases and controls at each stage
- Module 4: Workshop – Mapping the Contracting Process (02:00 – 03:30) • Developing a lifecycle flow for a major procurement

Day 2: Supplier Management and Risk Control

- Module 1: Supplier Prequalification and Selection (07:30 – 09:30) • Criteria development, RFI/RFP design, evaluation scoring
- Module 2: Vendor Due Diligence and Compliance (09:45 – 11:15) • Third-party risk frameworks, regulatory checks
- Module 3: Performance Monitoring and SLAs (11:30 – 01:00) • Developing KPIs and service delivery metrics
- Module 4: Workshop – Creating a Supplier Scorecard (02:00 – 03:30) • Design tools for tracking vendor performance

Day 3: Contract Structuring and Negotiation Techniques

- Module 1: Contract Types and Structures (07:30 – 09:30) • Lump sum, cost-reimbursable, incentive-based contracts
- Module 2: Drafting Key Contract Clauses (09:45 – 11:15) • Risks in indemnity, payment, termination, warranties
- Module 3: Negotiation Strategy and Tactics (11:30 – 01:00) • Preparation, BATNA, collaborative vs. competitive tactics
- Module 4: Role Play – Contract Negotiation Simulation (02:00 – 03:30) • Practice negotiating terms in small groups

Day 4: Risk Management and Dispute Resolution

- Module 1: Contract Risk Identification and Mitigation (07:30 – 09:30) • Use of risk registers, scenario planning
- Module 2: Managing Change and Contract Amendments (09:45 – 11:15) • Variation orders, scope creep, formalization
- Module 3: Dispute Resolution and Claims Handling (11:30 – 01:00) • Mediation, arbitration, contract law basics
- Module 4: Workshop – Drafting a Risk Register and Contingency Plan (02:00 – 03:30) • Apply tools to a real-world procurement case

Day 5: Contract Governance and Ethical Procurement

- Module 1: Governance Models and Internal Controls (07:30 – 09:30) • Segregation of duties, audit trails, documentation
- Module 2: Ethics, Anti-Corruption, and Sustainability (09:45 – 11:15) • Fair bidding, transparency, green procurement
- Module 3: Final Case Study – End-to-End Procurement Simulation (11:30 – 01:00) • Plan, evaluate, contract, and monitor a sourcing scenario
- Module 4: Wrap-Up and Certification (02:00 – 03:30) • Learning recap and course completion

Certification

Participants will receive a Certificate of Completion in Strategic & Tactical Contract Management & Procurement, validating their expertise in designing, negotiating, and managing procurement contracts aligned with organizational strategy and risk standards.

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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