MAWA EVENTS

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

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CONTRACT MANAGEMENT, DISPUTE RESOLUTION & NEGOTIATION FOR PROJECTS

"Mastering the Lifecycle of Project Contracts to Minimize Risk and Maximize Value"

Schedule

Date	Venue	Fees (Face-to-Face)
14 – 18 Jun 2026	Dammam, KSA	USD 3495 per delegate

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

Introduction

Effective contract management is critical to the success of any project, especially in sectors like construction, energy, and infrastructure where complex agreements and high-value risks are the norm. This course provides a practical and comprehensive framework for managing the full contract lifecycle—from negotiation and drafting to performance monitoring, dispute prevention, and resolution.

Through real-world case studies and structured workshops, participants will gain hands-on experience in drafting clauses, identifying risk areas, handling claims, and applying proven dispute resolution and negotiation strategies. The course is bilingual (English & Arabic) and aligned with international best practices and regional legal frameworks.

Objectives

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

- Manage contracts from procurement to close-out with legal and commercial insight
- Develop and evaluate contract clauses for clarity, risk, and enforceability
- Identify common sources of disputes and apply resolution strategies
- Negotiate more effectively using structured techniques and planning tools
- Ensure contract compliance, claims handling, and mitigation of delays and cost overruns

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Why Attend

- Master the skills needed to manage contracts across the project lifecycle
- Reduce exposure to disputes and cost escalation through early risk identification
- Understand legal remedies, dispute resolution clauses, and arbitration protocols
- Improve your ability to negotiate contracts, variations, and claims professionally
- Ensure successful collaboration with legal, commercial, and technical teams

Target Audience

This program is designed for:

- Project Managers and Engineers
- Contract Administrators and Procurement Specialists
- Legal Advisors and In-House Counsel
- Commercial Managers and Quantity Surveyors
- Anyone involved in contract drafting, negotiation, or claims

Individual Benefits

Key competencies that will be developed include:

- Contract structuring and analysis
- Claim prevention and defense techniques
- Dispute resolution methods: mediation, arbitration, adjudication
- Effective negotiation strategy and communication
- Legal awareness of contract enforcement and remedies

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Stronger contract performance and fewer disputes
- Better protection of commercial and legal interests in projects
- Improved negotiation outcomes with contractors and suppliers
- Reduced project delays, claims, and litigation risks
- More efficient procurement and contract administration processes

Instructional Methodology

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

- Strategy Briefings – Contract principles, negotiation models, and legal standards
- Case Studies – Real-life disputes, claim management, and arbitration cases
- Workshops – Clause drafting, contract risk mapping, role-play negotiations
- Peer Exchange – Sector-specific challenges and regional legal nuances
- Tools – Contract templates, negotiation planners, dispute resolution checklists

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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: Foundations of Project Contract Management

- Module 1: Contract Types and Structures (07:30 – 09:30) • Lump sum, EPC, cost-plus, framework agreements
- Module 2: Roles and Responsibilities of Contract Stakeholders (09:45 – 11:15) • Employer, contractor, engineer, third-party stakeholders
- Module 3: Key Clauses and Risk Allocation (11:30 – 01:00) • Scope, indemnity, liability caps, force majeure
- Module 4: Workshop – Contract Risk Mapping (02:00 – 03:30) • Identify risky clauses in a sample contract

Day 2: Contract Administration and Performance

- Module 5: Managing Variations and Change Orders (07:30 – 09:30) • Valuation, notice requirements, documentation
- Module 6: Claims for Delay and Disruption (09:45 – 11:15) • EOT, cost escalation, concurrent delay principles
- Module 7: Monitoring Compliance and Deliverables (11:30 – 01:00) • Contract KPIs, documentation control, audits
- Module 8: Workshop – Handle a Variation Claim Scenario (02:00 – 03:30) • Analyze documentation and draft response

Day 3: Dispute Resolution Mechanisms

- Module 9: Sources of Disputes in Projects (07:30 – 09:30) • Ambiguities, late approvals, poor documentation
- Module 10: Dispute Resolution Pathways (09:45 – 11:15) • Mediation, arbitration, adjudication, DABs
- Module 11: International vs Local Jurisdiction Considerations (11:30 – 01:00) • Governing law, enforcement of arbitral awards
- Module 12: Workshop – Draft a Dispute Resolution Clause (02:00 – 03:30) • Clause negotiation exercise with peer review

Day 4: Negotiation Strategies for Contract Professionals

- Module 13: Principles of Effective Negotiation (07:30 – 09:30) • Win-win, BATNA, positional vs interest-based
- Module 14: Planning and Conducting Contract Negotiations (09:45 – 11:15) • Tactics, body language, cultural considerations
- Module 15: Negotiating Under Pressure or Conflict (11:30 – 01:00) • De-escalation, third-party involvement, deadlines
- Module 16: Workshop – Contract Negotiation Role Play (02:00 – 03:30) • Simulated negotiation with feedback session

Day 5: Contract Close-Out, Transition & Improvement

- Module 17: Contract Close-Out Procedures (07:30 – 09:30) • Final accounts, warranties, records archiving
- Module 18: Lessons Learned and Continuous Improvement (09:45 – 11:15) • Post-mortems, claims trends, feedback loops
- Module 19: Case Study – Complex Project Dispute Resolution (11:30 – 01:00) • Discussion of a real-life arbitration outcome
- Module 20: Final Workshop – Present a Contract Improvement Plan (02:00 – 03:30) • Team-based presentation of lessons learned and recommendations

Certification

Participants will receive a Certificate of Completion in Contract Management, Dispute Resolution & Negotiation for Projects, validating their ability to structure, manage, and negotiate contracts effectively while mitigating disputes and promoting project success.

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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