

CONTRACT MANAGEMENT, DISPUTE RESOLUTION & NEGOTIATION FOR PROJECTS

“Master the Legal, Commercial, and Interpersonal Skills to Successfully Manage Project Contracts and Resolve Disputes.”

Schedule

Venue (InHouse)	Fees
At Your Organization Premises	Ask For The Quotation

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

Introduction

This intensive 5-day course is designed to provide professionals with a comprehensive understanding of contract management across the project lifecycle—from procurement and execution to conflict resolution and negotiation. Participants will gain critical insights into contractual structures, key legal principles, dispute resolution frameworks, and practical negotiation techniques that minimize project risks and drive success in complex environments.

Objectives

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

- Understand the key elements of effective contract management in projects
- Interpret and manage contractual terms, obligations, and risks
- Handle variations, claims, and contract breaches professionally
- Apply proven techniques for dispute avoidance and resolution
- Conduct structured negotiations that protect project and organizational interests

Why Attend

Poor contract management and ineffective negotiation often lead to project delays, cost overruns, and legal battles. This course empowers professionals with the tools and frameworks needed to manage contracts proactively, resolve disputes amicably, and negotiate win-win outcomes—ultimately contributing to better project delivery.

Target Audience

- Project Managers & Engineers
- Procurement & Contract Professionals
- Legal Advisors & Commercial Managers
- Construction, Oil & Gas, and Infrastructure Professionals
- Business Owners & Consultants involved in large projects

Individual Benefits

- Gain confidence in handling contract language and claims
- Learn dispute resolution strategies to avoid costly litigation
- Develop negotiation skills specific to project environments
- Increase your legal and commercial awareness in project execution

Organizational Benefits

- Improved project delivery through better contract controls
- Reduced financial and reputational risks from disputes
- Stronger supplier and contractor relationships
- More efficient handling of claims and contract variations

Instructional Methodology

- Practical case studies and legal scenarios
- Interactive contract clause workshops
- Simulation-based negotiations
- Group activities on claims and resolution techniques
- Tools, checklists, and templates for real-world application

Course Outline

DETAILED 5-DAY COURSE OUTLINE (Customizable) Training Hours: 07:30 AM – 03:30 PM Daily Format: 3–4 Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

DAY 1 – FOUNDATIONS OF CONTRACT MANAGEMENT

- Module 1: Principles of Contract Law in Projects (07:30 – 09:30)
- Module 2: Types of Contracts & Contractual Structures (09:45 – 11:15)
- Module 3: Roles and Responsibilities in Contract Management (11:30 – 01:00)
- Module 4: Contract Lifecycle and Key Documentation (02:00 – 03:30)

DAY 2 – RISK, VARIATIONS & CLAIMS MANAGEMENT

- Module 1: Risk Allocation and Liability in Contracts (07:30 – 09:30)
- Module 2: Managing Scope Changes and Variations (09:45 – 11:15)
- Module 3: Claims: Identification, Notification, and Evaluation (11:30 – 01:00)
- Module 4: Time & Cost Claims – Delay Analysis (02:00 – 03:30)

DAY 3 – DISPUTE RESOLUTION FRAMEWORKS

- Module 1: Common Causes of Contractual Disputes (07:30 – 09:30)
- Module 2: Dispute Resolution Mechanisms (ADR, Arbitration, Litigation) (09:45 – 11:15)
- Module 3: Mediation and Negotiated Settlements (11:30 – 01:00)
- Module 4: Drafting Dispute Clauses and Escalation Procedures (02:00 – 03:30)

DAY 4 – NEGOTIATION STRATEGIES IN PROJECT ENVIRONMENTS

- Module 1: Principles of Commercial Negotiation (07:30 – 09:30)
- Module 2: Negotiation Planning, BATNA, and Power Dynamics (09:45 – 11:15)
- Module 3: Cultural and Behavioral Aspects of Negotiation (11:30 – 01:00)
- Module 4: Simulated Contract Negotiation Exercise (02:00 – 03:30)

DAY 5 – CONTRACT CLOSEOUT & REAL-WORLD APPLICATION

- Module 1: Contract Performance Monitoring & KPIs (07:30 – 09:30)
- Module 2: Managing Termination and Contract Closure (09:45 – 11:15)
- Module 3: Real-World Case Study: Disputes and Resolution (11:30 – 01:00)
- Module 4: Final Assessment, Wrap-Up, and Action Planning (02:00 – 03:30)

Certification

Participants who complete the full training and assessment will receive a Certificate of Proficiency in Contract Management, Dispute Resolution & Negotiation for Projects, aligned with global standards and best practices.

Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
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- **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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