

CERTIFIED CONTRACT MANAGER

“Master Contract Strategy, Negotiation, and Performance to Drive Organizational Success.”

Schedule

Venue (In-house)	Fees
At Your Organization Premises	Ask For The Quotation

Introduction

Contracts are the cornerstone of every successful business relationship, defining obligations, expectations, and outcomes. In today’s dynamic commercial environment, organizations need skilled professionals who can manage contracts strategically — not just administratively. The Certified Contract Manager course provides comprehensive training in all aspects of the contract management lifecycle, from development and negotiation to execution, monitoring, and closeout.

This program blends legal, commercial, and operational perspectives to help participants manage risk, improve supplier performance, and ensure contractual compliance. Through practical exercises, real-world case studies, and expert guidance, participants will gain the technical and strategic skills required to become proficient and confident contract managers.

Objectives

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

- Understand the principles and best practices of contract management.
- Develop and implement effective contract management strategies.
- Draft, review, and negotiate contracts to achieve win-win outcomes.
- Identify and mitigate commercial and legal risks.
- Manage contract performance, variations, and claims effectively.
- Ensure compliance with legal, financial, and ethical standards.
- Strengthen collaboration between legal, procurement, and operational teams.
- Lead contract governance and continuous improvement initiatives.

Why Attend

The Certified Contract Manager course equips professionals with the essential tools to manage contracts strategically and efficiently. As organizations face increasing pressure to control costs and manage risk, contract managers play a vital role in ensuring value delivery and legal compliance. Whether you're a contract professional, project manager, or business leader, this course enhances your ability to negotiate, manage, and administer contracts that support long-term organizational goals.

Target Audience

This course is suitable for:

- Contract and Procurement Managers
- Project and Commercial Managers
- Supply Chain and Operations Professionals
- Legal and Compliance Officers
- Vendor Relationship Managers
- Engineers and Technical Professionals involved in contracts
- Business Owners and Entrepreneurs managing service agreements

Individual Benefits

- Gain globally recognized skills in contract management.
- Improve ability to negotiate and manage complex agreements.
- Learn to identify risks and ensure contractual compliance.
- Strengthen analytical, communication, and problem-solving abilities.
- Increase professional credibility and career advancement opportunities.
- Build confidence in handling contractual disputes and negotiations.

Organizational Benefits

- Improve contract quality, consistency, and risk management.
- Enhance supplier relationships and operational performance.
- Reduce financial and legal exposure across business contracts.
- Ensure compliance with corporate governance and regulatory standards.
- Optimize project delivery and business value through better contract execution.
- Develop in-house expertise in strategic contract management.

Instructional Methodology

The course uses a results-oriented and interactive approach through:

- Expert-led lectures and best practice demonstrations
- Case studies of real-world contract scenarios
- Group workshops on drafting and negotiation exercises
- Risk assessment and performance evaluation simulations
- Practical assignments and feedback-driven discussions
- Q&A sessions for targeted learning and improvement

Course Outline

- Module 1: Introduction to Contract Management Principles
- Module 2: Legal and Commercial Frameworks of Contracting
- Module 3: Contract Planning, Drafting, and Development
- Module 4: Negotiation Techniques and Risk Allocation
- Module 5: Contract Performance Monitoring and Governance
- Module 6: Managing Variations, Claims, and Disputes
- Module 7: Financial and Compliance Considerations in Contracting
- Module 8: Supplier Relationship and Stakeholder Management
- Module 9: Ethics, Accountability, and Governance in Contract Management
- Module 10: Capstone Project – Developing a Comprehensive Contract Management Plan

Certification

Upon successful completion, participants will receive the Certified Contract Manager credential, recognizing their advanced capability in managing contracts effectively, ensuring compliance, and driving organizational value through strategic contracting 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.

In-House / Customized Training

Interested in running this course for your team?

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