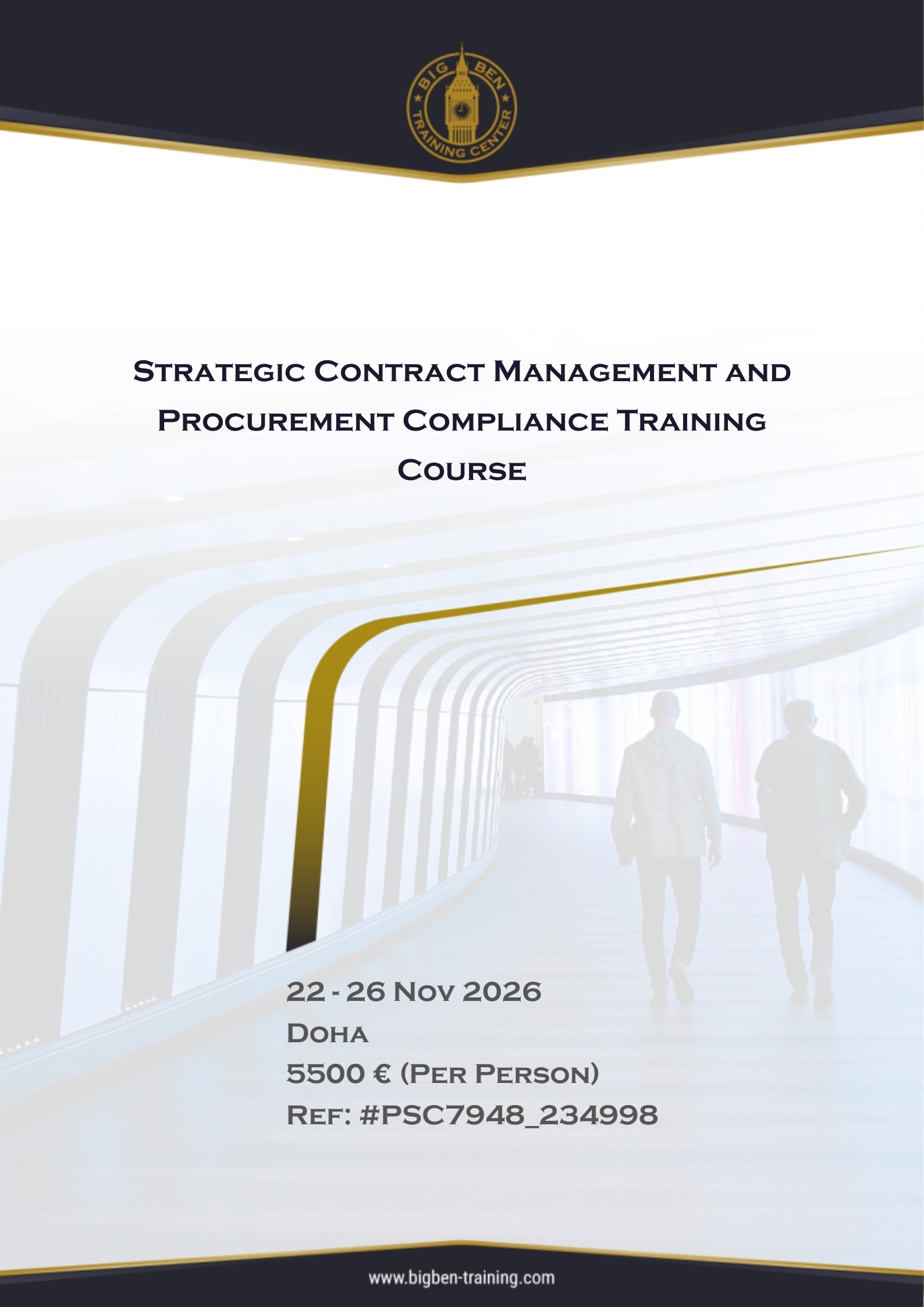
Strategic Contract Management and Procurement Compliance Training Course



22 - 26 Nov 2026

Doha

5500 € (Per Person)

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Course Introduction / Overview:

In today's complex global marketplace, the intersection of strategic contract management and legal procurement compliance is more critical than ever. This course provides a comprehensive framework for navigating the entire contract lifecycle, from strategic sourcing to contract close-out, all while ensuring strict adherence to legal and regulatory standards. Participants will delve into the principles that govern effective procurement, learning to mitigate risks, optimize value, and build resilient supplier relationships. Drawing on concepts from leading experts like Richard A. Posner, who emphasizes the economic analysis of law, this program explores how legal frameworks can be leveraged to achieve strategic business objectives. We will examine practical applications discussed in texts such as "The Procurement and Supply Manager's Desk Reference," focusing on real-world scenarios. BIG BEN Training Center has designed this intensive program to equip professionals with the dual expertise required to not only manage contracts efficiently but also to serve as guardians of organizational integrity and compliance, transforming the procurement function from a transactional process into a strategic advantage. This course is the definitive guide for mastering the art and science of legally sound and strategically aligned procurement.

Target Audience / This training course is suitable for:

- Contract Managers and Administrators.
- Procurement and Purchasing Professionals.
- Supply Chain and Logistics Managers.
- Legal Advisors and Corporate Counsel.
- Project Managers and Engineers.
- Finance and Commercial Managers.
- Compliance and Risk Officers.
- Government Officials involved in public procurement.
- Operations Managers.
- Anyone involved in the negotiation, drafting, or management of contracts.

Target Sectors and Industries:

- Construction and Engineering.
- Oil and Gas.
- Information Technology and Telecommunications.
- Manufacturing and Industrial.
- Healthcare and Pharmaceuticals.
- Banking and Financial Services.
- Consulting and Professional Services.
- Retail and FMCG.
- Government Agencies and Public Sector Organizations.
- Transportation and Logistics.

Target Organizations Departments:

- Procurement and Purchasing Department.
- Legal Department.
- Contracts Department.
- Project Management Office.
- Finance and Accounting Department.
- Supply Chain Management Department.
- Operations Department.
- Compliance and Internal Audit Department.

Course Offerings:

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

- Develop and implement strategic sourcing and procurement plans.
- Master the complete contract lifecycle from initiation to close-out.
- Draft clear, enforceable, and legally compliant contract clauses.
- Apply advanced negotiation techniques to achieve favorable terms.
- Identify, assess, and mitigate contractual and procurement risks.
- Manage supplier performance and relationships effectively.
- Ensure adherence to national and international procurement laws and regulations.
- Resolve contractual disputes efficiently and effectively.
- Conduct thorough bid evaluations and supplier selections.
- Implement ethical and sustainable procurement practices within their organization.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be highly interactive, practical, and engaging, ensuring that participants can immediately apply their learning in the workplace. We move beyond traditional lectures to create a dynamic learning environment. The course heavily relies on real-world case studies, allowing participants to analyze complex procurement and contract scenarios, debate solutions, and understand the practical implications of legal principles. Interactive sessions, group discussions, and workshops encourage collaborative problem-solving and the sharing of diverse experiences. A significant portion of the program is dedicated to hands-on exercises, including contract drafting workshops and simulated negotiation role-plays, which provide a safe space to practice and refine critical skills. Our expert instructors facilitate these activities, providing personalized feedback and expert guidance. This blended approach of theoretical knowledge and practical application ensures a deep and lasting understanding of strategic contract management and legal procurement compliance, empowering participants with both the competence and the confidence to excel.

Course Agenda (Course Units):

Unit One: Foundations of Strategic Procurement and Contract Law

- Introduction to the procurement and contract management lifecycle.
- The strategic role of procurement in modern organizations.
- Fundamental principles of contract law.
- Types of contracts and their appropriate use.
- Understanding key legal terminology and concepts.
- The legal framework for public and private sector procurement.
- Ethical considerations and codes of conduct in procurement.

Unit Two: The Pre-Award Phase: Sourcing and Tendering

- Developing a strategic sourcing plan.
- Market analysis and supplier identification techniques.
- Crafting effective Requests for Proposals (RFPs) and Invitations to Tender (ITTs).
- The legalities of the tendering process.
- Best practices for bid evaluation and scoring.
- Supplier due diligence and pre-qualification.
- Navigating e-procurement platforms and legal considerations.

Unit Three: Contract Drafting and Negotiation

- The art and science of principled negotiation.
- Key negotiation strategies and tactics.
- Drafting essential contract clauses (liability, indemnity, termination).
- Writing clear, unambiguous, and enforceable contract language.
- Understanding and drafting effective Service Level Agreements (SLAs).
- Managing intellectual property rights in contracts.
- Strategies for negotiating price, terms, and conditions.

Unit Four: Post-Award Contract Administration and Management

- Implementing a contract management plan.
- Monitoring supplier performance and compliance.
- Managing contract variations, amendments, and change orders.
- Techniques for effective supplier relationship management (SRM).
- Record keeping and contract documentation best practices.
- The contract renewal and close-out process.
- Conducting contract audits and performance reviews.

Unit Five: Advanced Risk, Compliance, and Dispute Resolution

- Identifying and mitigating risks throughout the contract lifecycle.
- Ensuring compliance with anti-corruption and bribery laws.
- Understanding force majeure and its implications.
- Strategies for managing and resolving contractual disputes.
- Introduction to alternative dispute resolution (ADR) methods.
- Termination of contracts for cause and convenience.
- Navigating international contracts and cross-border compliance issues.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

In an era of increasing supply chain disruption and geopolitical instability, how can traditional contract law principles be adapted to create more resilient and agile procurement agreements?

What unique qualities does this course offer compared to other courses?

This course distinguishes itself by seamlessly integrating the dual pillars of strategic business acumen and rigorous legal compliance, a synergy often addressed in separate, siloed training programs. While many courses focus either on the operational aspects of procurement or the theoretical tenets of contract law, this program is built on the understanding that modern professionals must be fluent in both. We move beyond a simple review of clauses and processes to explore the "why" behind them, grounding every legal principle in its strategic and commercial context. The curriculum emphasizes proactive risk mitigation and value creation rather than reactive problem-solving. Participants will not just learn to draft a contract; they will learn to architect an agreement that serves as a strategic tool for achieving organizational goals. The methodology, rich with case studies drawn from contemporary business challenges and interactive negotiation simulations, ensures that learning is practical and immediately applicable. This holistic approach transforms participants from contract administrators into strategic business partners who can navigate legal complexities with confidence and drive sustainable value.