

Contract Leadership for Non-Legal Professionals Course

Law and Contract Management
Berlin (Germany)
15 - 19 Sep 2025

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Contract Leadership for Non-Legal Professionals Course

Ref: 321416_126113 **Date:** 15 - 19 Sep 2025 **Location:** Berlin (Germany) **Fees:** 4200 **Euro**

Course Description

This intensive 5-day course equips non-legal professionals with essential contract leadership skills. Participants will learn to navigate complex contract negotiations, manage risks, and drive strategic outcomes. The course combines theoretical knowledge with practical applications to enhance decision-making and leadership in contract management.

Learning Objectives

- Develop a strategic approach to contract negotiation and management
- Understand key legal principles and their impact on business operations
- Learn to identify and mitigate contract-related risks
- Enhance communication skills for effective stakeholder management
- Master techniques for resolving contract disputes and conflicts

Course Modules

Day 1: Foundations of Contract Leadership

- Introduction to contract law for non-lawyers
- The role of contracts in business strategy
- Contract lifecycle management
- Ethical considerations in contract leadership

Day 2: Negotiation Strategies and Techniques

- Principles of effective negotiation
- Preparing for contract negotiations
- Negotiation tactics and counter-tactics
- Handling difficult negotiation scenarios

Day 3: Risk Management in Contracts

- Identifying and assessing contract risks
- Risk allocation and mitigation strategies
- Insurance and indemnification clauses
- Compliance and regulatory considerations

Day 4: Strategic Contract Design and Drafting

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- Key contract clauses and their implications
- Tailoring contracts to business objectives
- Avoiding common pitfalls in contract language
- Reviewing and approving contracts effectively

Day 5: Contract Performance and Dispute Resolution

- Monitoring and managing contract performance
- Handling breaches and defaults
- Alternative dispute resolution methods
- Negotiating contract amendments and terminations

Practical Wins for Participants

- Improved ability to lead contract negotiations confidently
- Enhanced skills in identifying and mitigating contract risks
- Increased effectiveness in aligning contracts with business strategy
- Developed expertise in resolving contract-related conflicts efficiently

A graphic of a chessboard with several chess pieces. A large gold king piece is in the foreground, with a silver pawn and a silver knight behind it. The board has a checkered pattern. In the background, there are concentric circles radiating from the king piece.

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