

Mastering Tenders & Contract Management: A 5-Day Course

Supply Chain & Logistics
Los Angeles (USA)
04 - 08 Aug 2025

UK Traininig

PARTNER



Mastering Tenders & Contract Management: A 5-Day Course

Ref: 321543_130630 **Date:** 04 - 08 Aug 2025 **Location:** Los Angeles (USA) **Fees:** 5700 Euro

Course Description

This intensive 5-day course equips professionals with essential skills in tender management and contract administration. Participants will learn best practices in procurement strategies, bid evaluation, contract negotiation, and risk management. The program combines theoretical knowledge with practical exercises to ensure a comprehensive understanding of the entire contract lifecycle.

Learning Objectives

- Develop effective procurement strategies and tender management processes
- Master contract negotiation techniques and risk mitigation strategies
- Understand key elements of contract structure and legal considerations
- Learn best practices in contract administration and performance management
- Gain insights into dispute resolution and contract closure procedures

Course Modules

Day 1: Procurement Strategy and Tender Management

- Introduction to procurement strategies
- Tender process overview
- Developing effective RFPs and ITTs
- Supplier evaluation and selection criteria

Day 2: Bid Evaluation and Contract Preparation

- Bid evaluation methodologies
- Technical and commercial proposal analysis
- Contract types and structures
- Key contract terms and conditions

Day 3: Contract Negotiation and Risk Management

- Negotiation strategies and techniques
- Identifying and mitigating contractual risks
- Performance guarantees and securities
- Change management procedures

A graphic of a chessboard with several chess pieces, including a king, queen, and pawns, arranged on the board. The text 'UK Training PARTNER' is overlaid on the image.

UK Training
PARTNER

Day 4: Contract Administration and Performance Management

- Contract governance and stakeholder management
- Monitoring contractor performance
- Managing variations and claims
- Financial management and payment procedures

Day 5: Dispute Resolution and Contract Closure

- Dispute resolution mechanisms
- Contract termination and exit strategies
- Lessons learned and continuous improvement
- Contract closure and archiving

Practical Wins for Participants

- Ability to design and implement effective tender processes
- Enhanced negotiation skills for securing favorable contract terms
- Improved contract risk management and mitigation strategies
- Practical tools for ongoing contract administration and performance optimization

Blackbird training cities



Amman (Jordan)



Amsterdam (Netherlands)

Accra (Ghana)

Annecy (France)

Baku (Azerbaijan)

Bali (Indonesia)

Bangkok (Thailand)

Bangkok (Thailand)

Barcelona (Spain)

Batumi (Georgia)

Beijing (China)

Beirut (Lebanon)

Berlin (Germany)

Birmingham (UK)

Bordeaux (France)

Boston, Massachusetts (USA)

Brussels (Belgium)

Cairo (Egypt)

Cape Town (South Africa)

Casablanca (Morocco)

Cascais (Portugal)

Copenhagen (Denmark)

Doha (Qatar)

Dubai (UAE)

Düsseldorf (Germany)

UK Training
PARTNER

Blackbird Training Category



Human Resource



Audit & Quality Assurance



Finance, Accounting, Budgeting



Marketing, Sales, Customer Service



Secretary & Admin



Law and Contract Management



Project Management



IT & IT Engineering



Supply Chain & Logistics



Management & Leadership



Professional Skills



Oil & Gas Engineering



Health & Safety



Telecom Engineering



Hospital Management



Customs & Safety



Aviation



C-Suite Training



Agile and Refinement



Blackbird training Clients



MANNAI Trading
Company WLL,
Qatar



Alumina Corporation
Guinea



Booking.com
Netherlands



Oxfam GB International
Organization,
Yemen



Capital Markets
Authority,
Kuwait



Waltersmith Petroman Oil Limited
Nigeria



Qatar National Bank
(QNB),
Qatar



Qatar Foundation,
Qatar



AFRICAN UNION ADVISORY
BOARD ON CORRUPTION,
Tanzania



KFAS
Kuwait



Reserve Bank of
Malawi,
Malawi



Central Bank of Nigeria
Nigeria



Ministry of Interior
Kingdom of Saudi Arabia
KSA



Mabruk Oil Company
Libya



Saudi Electricity
Company,
KSA



BADAN PENGELOLA
KEUANGAN Haji,
Indonesia



NATO
Italy



ENI CORPORATE
UNIVERSITY,
Italy



Gulf Bank
Kuwait



General Organization for
Social Insurance
KSA



Defence Space Administration
Nigeria



National Industries
Group (Holding),
Kuwait



Hamad Medical
Corporation,
Qatar



USAID
Pakistan



STC Solutions,
KSA



North Oil company,



EKO Electricity



Oman Broadband



UNITED NATIONS
UN.



Authority for

UK Training
PARTNER



LONDON TRAINING PROVIDER



www.blackbird-training.com



training@blackbird-training.com



+44 7480 775526 / +44 7401 177335