

# Mastering Professional Contract Management Excellence

Governance, Risk, & Compliance (GRC)  
Istanbul (Turkey)  
02 - 06 Nov 2025

UK Traininig

# PARTNER



## Mastering Professional Contract Management Excellence

**Ref:** 32096\_131551 **Date:** 02 - 06 Nov 2025 **Location:** Istanbul (Turkey) **Fees:** 3900 **Euro**

### Course Description

This comprehensive 5-day course equips participants with the essential skills and knowledge required to excel as professional contract managers. Covering key areas such as negotiation, risk management, legal compliance, and financial analysis, the course provides a solid foundation for managing contracts effectively in various business environments.

### Learning Objectives

- Develop advanced negotiation skills for successful contract outcomes
- Understand and apply risk management strategies in contract processes
- Gain proficiency in legal and regulatory compliance aspects of contract management
- Enhance financial analysis skills for effective contract evaluation and decision-making
- Master the use of technology and innovation in modern contract management

### Course Modules

#### Day 1: Foundations of Contract Management

- Introduction to contract management principles
- Contract lifecycle and key stages
- Role and responsibilities of a contract manager
- Best practices in contract administration

#### Day 2: Advanced Negotiation Techniques

- Negotiation strategies and tactics
- Effective communication in contract negotiations
- Handling difficult negotiations and conflict resolution
- Collaborative negotiation approaches

#### Day 3: Risk Management and Compliance

- Identifying and assessing contract risks
- Risk mitigation strategies
- Legal and regulatory compliance in contract management
- Ethical considerations in contract management

#### Day 4: Financial Aspects of Contract Management

UK Training  
**PARTNER**



- Financial analysis for contract evaluation
- Cost-benefit analysis techniques
- Budgeting and cost management in contracts
- Performance metrics and KPIs in contract management

## **Day 5: Technology and Innovation in Contract Management**

- Contract management software and tools
- Data analytics in contract management
- Automation and AI in contract processes
- Future trends in contract management technology

## **Practical Wins for Participants**

- Develop a comprehensive contract negotiation strategy
- Create a risk assessment and mitigation plan for a sample contract
- Perform a detailed financial analysis of a complex contract
- Design a technology implementation plan for contract management processes

## 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 Resources Management



Audit & Quality



Finance, Economics & Markets



Marketing, Sales & Negotiation



Secretary & Admin



Governance, Risk, & Compliance (GRC)



Project Management



Technology & Digital Transformation



Procurement, Contracts & Supply Chain



Leadership & Management Development



Professional Skills & Career Enhancement



Oil, Gas & Energy Industry Specialization



Healthcare & Safety Management



Telecom Engineering



Hospital Management



Customs Management & Global Trade Compliance



Aviation, Transportation & Logistics



Board Members & C-Suite Development



Agile and Refinement



Business Strategy & Competitive Analysis

Operational Risk Management



## 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](http://www.blackbird-training.com)



[training@blackbird-training.com](mailto:training@blackbird-training.com)



+44 7480 775526 / +44 7401 177335