

Contract Management & Negotiation Strategy Masterclass

Governance, Risk, & Compliance (GRC)
Lisbon (Portugal)
20 - 24 Oct 2025

UK Traininig

PARTNER



Contract Management & Negotiation Strategy Masterclass

Ref: 3109_136068 **Date:** 20 - 24 Oct 2025 **Location:** Lisbon (Portugal) **Fees:** 4400 **Euro**

Course Description

This intensive 5-day masterclass is designed to equip professionals with advanced contract management skills and negotiation strategies. Participants will learn to navigate complex contractual landscapes, develop effective negotiation techniques, and implement best practices in contract lifecycle management.

Learning Objectives

- Master the fundamentals of contract law and its practical applications
- Develop advanced negotiation skills for various contract scenarios
- Learn to identify and mitigate contractual risks effectively
- Gain proficiency in contract drafting, review, and administration
- Understand key performance indicators and contract analytics
- Explore emerging trends and technologies in contract management

Course Modules

Day 1: Foundations of Contract Management

- Introduction to contract law and legal frameworks
- Contract types and their applications
- Key elements of a valid contract
- Contract lifecycle management overview

Day 2: Advanced Negotiation Strategies

- Negotiation styles and techniques
- Preparing for successful negotiations
- Managing power dynamics in negotiations
- Cross-cultural negotiation considerations

Day 3: Contract Drafting and Review

- Essential clauses and their implications
- Drafting clear and enforceable contracts
- Contract review best practices
- Managing amendments and variations

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. In the background, there are concentric circles emanating from a point on the board.

UK Training
PARTNER

Day 4: Risk Management and Compliance

- Identifying and assessing contractual risks
- Risk mitigation strategies
- Ensuring regulatory compliance
- Dispute resolution mechanisms

Day 5: Contract Performance and Analytics

- Key performance indicators for contract management
- Contract analytics and reporting
- Managing supplier relationships
- Emerging technologies in contract management

Practical Wins for Participants

- Develop a comprehensive contract negotiation strategy
- Create a risk assessment framework for contract management
- Implement a contract performance monitoring system
- Design a contract analytics dashboard for decision-making

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



training@blackbird-training.com



+44 7480 775526 / +44 7401 177335