

Contract Management & Negotiation Strategy Masterclass

Law and Contract Management
Istanbul (Turkey)
27 - 31 Jul 2025

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Contract Management & Negotiation Strategy Masterclass

Ref: 3109_136306 **Date:** 27 - 31 Jul 2025 **Location:** Istanbul (Turkey) **Fees:** 3900 **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.

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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

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