

# Contract Management & Negotiation Strategy Masterclass

Governance, Risk, & Compliance (GRC)  
Kigali (Rwanda)  
10 - 14 Nov 2025

UK Traininig

# PARTNER



## Contract Management & Negotiation Strategy Masterclass

**Ref:** 3109\_137060 **Date:** 10 - 14 Nov 2025 **Location:** Kigali (Rwanda) **Fees:** 3300 **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

A graphic of a chessboard with several chess pieces. A large gold king piece is prominent in the foreground, with a silver pawn and a silver knight nearby. In the background, there are concentric circles emanating from a point on the board.

UK Training  
**PARTNER**

## 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