

The Essentials of Contracting & Contract Negotiation Course

Law and Contract Management
Dubai (UAE)
21 Sep - 02 Oct 2025

UK Traininig

PARTNER

A close-up photograph of chess pieces on a checkered board. In the foreground, a large, ornate gold king piece stands prominently. To its left, a smaller silver pawn is visible. Further back, another silver pawn is positioned. The background features concentric circles, creating a sense of depth and focus on the pieces.

The Essentials of Contracting & Contract Negotiation Course

Ref: 321632_142515 **Date:** 21 Sep - 02 Oct 2025 **Location:** Dubai (UAE) **Fees:** 6600 **Euro**

Course Description

This comprehensive 10-day course covers the essentials of contracting and contract negotiation. Participants will gain a thorough understanding of contract law, drafting techniques, negotiation strategies, and dispute resolution methods. The course is designed for professionals in procurement, legal, and project management roles seeking to enhance their contracting and negotiation skills.

Learning Objectives

- Understand fundamental principles of contract law and formation
- Develop skills in drafting clear and effective contract clauses
- Master negotiation techniques for achieving favorable contract terms
- Learn strategies for managing contract risks and resolving disputes
- Gain practical experience through case studies and negotiation exercises

Course Modules

Day 1: Introduction to Contract Law

- Basic principles of contract law
- Contract formation and validity
- Types of contracts
- Legal and regulatory framework

Day 2: Contract Structure and Key Clauses

- Essential contract components
- Drafting clear and enforceable clauses
- Risk allocation provisions
- Boilerplate clauses and their importance

Day 3: Pre-Contract Negotiations

- Preparing for negotiations
- Identifying negotiation objectives
- Developing negotiation strategies
- Understanding the other party's perspective

Day 4: Negotiation Techniques and Tactics

UK Training

PARTNER



- Effective communication in negotiations
- Persuasion and influence techniques
- Handling difficult negotiators
- Overcoming deadlocks

Day 5: Contract Pricing and Financial Terms

- Pricing models and strategies
- Payment terms and schedules
- Financial risks and mitigation
- Currency and tax considerations

Day 6: Performance Management and KPIs

- Defining performance criteria
- Key Performance Indicators KPIs
- Service Level Agreements SLAs
- Monitoring and reporting mechanisms

Day 7: Change Management and Contract Modifications

- Managing scope changes
- Contract amendment processes
- Renegotiation strategies
- Impact assessment of changes

Day 8: Dispute Resolution and Claims Management

- Types of contract disputes
- Alternative Dispute Resolution ADR methods
- Litigation and arbitration
- Claims preparation and defense

Day 9: Contract Risk Management

- Identifying and assessing contract risks
- Risk mitigation strategies
- Insurance and indemnification
- Force majeure and hardship clauses

Day 10: Ethics in Contracting and Negotiation

- Ethical considerations in contracting
- Anti-corruption and compliance
- Confidentiality and data protection
- Corporate social responsibility in contracts

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

Practical Wins for Participants

- Ability to draft clear and comprehensive contracts
- Enhanced negotiation skills for securing favorable terms
- Improved contract risk management capabilities
- Strategies for effective dispute resolution and claims handling

A graphic of a chessboard with several chess pieces (a king, a queen, and a pawn) in gold and silver, set against a background of concentric circles.

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 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



المؤسسة العامة للتأمينات الاجتماعية
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