Contract Leadership for Non-Legal Professionals Course

1 – 5 February 2027
Bordeaux (France)



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Why This Course

Contracts are no longer just legal documents—they are strategic tools that shape relationships, manage risk, and drive business outcomes. For non-legal professionals, the ability to lead contract discussions, negotiate effectively, and manage contractual risk is a critical leadership capability. Yet many managers are expected to handle contracts without formal legal training, increasing exposure to risk and missed opportunities.

The **Contract Leadership & Strategic Contract Management Program** is an intensive one-week course designed specifically for non-legal professionals who are responsible for negotiating, managing, or approving contracts. The program focuses on practical contract leadership—helping participants understand key legal principles, negotiate with confidence, and align contracts with business strategy.

By combining essential legal knowledge with real-world negotiation and risk management techniques, the course equips participants to lead contracts proactively rather than reactively.

What You'll Learn and Practice

By the end of this program, participants will be able to:

- Adopt a strategic, leadership-oriented approach to contract negotiation and management
- Understand core contract law principles and their impact on business decisions
- Identify, assess, and mitigate contract-related risks
- Communicate effectively with internal stakeholders, suppliers, and partners
- Design contracts that support commercial objectives and protect organizational interests
- Manage contract performance and resolve disputes constructively

The Program Flow 1-Week Structure

Day 1 - Foundations of Contract Leadership

- Introduction to contract law for non-lawyers
- The strategic role of contracts in business success
- Understanding the contract lifecycle from negotiation to close-out
- Ethical considerations and accountability in contract leadership



Day 2 - Negotiation Strategies & Techniques

- Principles of effective contract negotiation
- Preparing negotiation objectives, positions, and trade-offs
- Negotiation tactics, counter-tactics, and power dynamics
- Managing difficult negotiations and high-pressure scenarios

Day 3 - Risk Management in Contracts

- Identifying and assessing commercial and legal contract risks
- Risk allocation and mitigation strategies
- Understanding insurance, indemnities, and limitation of liability clauses
- Compliance, regulatory, and governance considerations

Day 4 - Strategic Contract Design & Drafting

- Key contract clauses and their business implications
- Aligning contract terms with strategic and commercial objectives
- Avoiding common drafting pitfalls and ambiguous language
- Reviewing, approving, and governing contracts effectively

Day 5 - Contract Performance & Dispute Resolution

- Monitoring and managing contract performance
- Handling breaches, variations, and defaults
- Alternative dispute resolution methods negotiation, mediation, arbitration
- Negotiating contract amendments, renewals, and terminations

Individual Impact

Participants will leave the program with:

- Greater confidence in leading contract negotiations
- Practical tools to identify and manage contract risks
- Stronger communication and stakeholder management skills
- Improved ability to align contracts with business strategy
- Clear frameworks for managing disputes and contract performance

Organizational Impact

Organizations will benefit through:



- Stronger, more balanced contract outcomes
- Reduced exposure to contractual and commercial risk
- More consistent and strategic contract management practices
- Improved relationships with suppliers, partners, and clients
- Better alignment between contracts and organizational objectives

Training Methodology

The program uses a practical, leadership-focused learning approach, including:

- Real-world contract and negotiation scenarios
- Hands-on exercises and role-play simulations
- Contract clause analysis and case discussions
- Practical tools, checklists, and frameworks
- Expert-led facilitation grounded in commercial realities

Beyond the Course

After completing the program, participants will be ready to:

- Lead contract negotiations with clarity and confidence
- Manage contracts proactively throughout their lifecycle
- Reduce disputes through better contract design and governance
- Support stronger commercial outcomes through effective contract leadership

