The Essentials of Contracting: Mastering Contract Fundamentals

14 – 18 March 2027
Dubai (UAE)



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Why This Course

Contracts form the backbone of business relationships, defining obligations, managing risks, and ensuring clarity between parties. Poorly structured or managed contracts can lead to disputes, financial losses, and operational challenges.

This comprehensive 1-week program is designed to give professionals a solid foundation in contracting. It focuses on building practical skills in drafting, negotiation, risk management, and contract administration—enabling participants to manage contracts with confidence and precision.

What You'll Learn and Practice

By joining this program, you will:

- Understand the core elements of contract formation and structure.
- Apply effective negotiation strategies to secure favorable terms.
- Identify and manage risks within contractual agreements.
- Administer contracts efficiently throughout their lifecycle.
- Handle disputes using structured resolution approaches.

The Program Flow

Day 1: Introduction to Contracting

- Understanding the fundamentals of contract law.
- Exploring different types of contracts and their applications.
- Identifying key terms and essential clauses.
- Reviewing the full contract lifecycle.

Day 2: Contract Formation and Negotiation

- Considering key factors before entering into agreements.
- Drafting clear and effective contract documents.
- Applying practical negotiation strategies and techniques.
- Understanding ethical considerations in contracting.



Day 3: Risk Management in Contracting

- Identifying potential contractual risks.
- Allocating and mitigating risks effectively.
- Understanding liability, indemnification, and protection clauses.
- Reviewing insurance and financial safeguards.

Day 4: Contract Administration and Performance

- Managing contract execution and obligations.
- Monitoring performance and ensuring compliance.
- Handling contract changes and modifications.
- Managing contract termination and close-out processes.

Day 5: Dispute Resolution and Advanced Topics

- Exploring different dispute resolution mechanisms.
- Negotiating settlements and managing conflicts.
- Understanding international contracting considerations.
- Reviewing emerging trends in contract management.

Individual Impact

- Strengthen your ability to draft and manage contracts effectively.
- Improve your negotiation and decision-making skills.
- Build confidence in handling contractual risks and disputes.
- Enhance your overall understanding of contract management practices.

Organizational Impact

- Reduce contractual risks and potential disputes.
- Improve contract clarity and compliance.
- Enhance negotiation outcomes and cost efficiency.
- Strengthen overall contract management processes.

Training Methodology

This program emphasizes practical learning through:

- Real-world contracting scenarios and case studies.
- Interactive workshops and negotiation exercises.
- Practical drafting and risk analysis activities.
- Tools and templates for immediate application.



Beyond the Course

By the end of this program, participants will be equipped with the knowledge and tools needed to manage contracts effectively.

They will return ready to:

- Draft and negotiate contracts with confidence.
- Identify and mitigate contractual risks.
- Manage contract performance and compliance.
- Resolve disputes using structured approaches.

This course enables professionals to approach contracting with clarity and control—ensuring stronger agreements, reduced risks, and more successful business relationships.

