Contract and Commercial Management Practitioner (CCMP) Course

1 – 5 March 2027
Rome (Italy)



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Why This Course

Contracts shape business relationships, define responsibilities, protect organizational interests, and influence financial and operational performance. In modern business environments, contract and commercial management is no longer a purely administrative function. It is a strategic capability that supports value creation, risk control, supplier performance, compliance, and successful delivery.

Poorly managed contracts can lead to unclear obligations, cost overruns, disputes, missed opportunities, weak supplier performance, and unnecessary exposure to legal and commercial risks. Effective contract professionals need a strong understanding of the full contract lifecycle, negotiation, risk management, financial terms, stakeholder alignment, and performance monitoring.

This intensive 1-week Contract and Commercial Management Practitioner course provides comprehensive training in advanced contract and commercial management techniques. Through practical exercises, case studies, negotiation simulations, risk assessment activities, and exam-focused preparation, participants will gain the knowledge and confidence to manage complex contracts and commercial relationships more strategically.

What You'll Learn and Practice

By joining this program, you will:

- Understand the principles and strategic value of contract and commercial management.
- Master the contract lifecycle from initiation to closeout.
- Identify different contract types, structures, and commercial models.
- Understand legal, regulatory, ethical, and compliance considerations.
- Define requirements, scope, deliverables, and commercial expectations clearly.
- Apply sourcing strategies, supplier selection methods, and RFx processes.
- Draft and review contract terms, term sheets, and key clauses.
- Apply effective negotiation strategies and stakeholder management techniques.
- Assess pricing, financial terms, incentives, and commercial risk.
- Identify, evaluate, and mitigate contractual risks.
- Manage contract implementation, administration, changes, claims, and disputes.
- Monitor performance using KPIs and governance routines.
- Prepare effectively for the CCMP certification exam.



The Program Flow

Day 1: Foundations of Contract and Commercial Management

- Introduction to contract and commercial management principles.
- Understanding the strategic role of contract management in organizations.
- Contract lifecycle overview from initiation to closeout.
- Contract types, structures, and commercial models.
- Key legal and regulatory frameworks.
- Roles, responsibilities, governance, and stakeholder involvement.
- Practical exercise: Mapping the contract lifecycle and key control points.

Day 2: Pre-Award Activities and Bid Management

- Requirements definition and scope development.
- Translating business needs into clear contract requirements.
- Sourcing strategies and supplier selection.
- RFx processes, bid documentation, and evaluation methods.
- Commercial evaluation and supplier due diligence.
- Contract drafting basics and term sheets.
- Workshop: Developing a pre-award plan and bid evaluation framework.

Day 3: Negotiation and Risk Management

- Negotiation strategies and techniques.
- Preparing for negotiations and identifying negotiation priorities.
- Managing stakeholder interests and commercial trade-offs.
- Financial and pricing considerations.
- Risk identification, assessment, and mitigation.
- Optimizing contract terms and conditions.
- Simulation: Negotiating key contract terms and risk allocation.

Day 4: Contract Implementation and Administration

- Contract kickoff and transition management.
- Establishing governance, communication, and reporting routines.
- Performance monitoring and KPIs.
- Managing obligations, deliverables, service levels, and milestones.
- Change management and contract modifications.
- Dispute resolution, claim management, and escalation processes.
- Practical exercise: Designing a contract administration and performance monitoring plan.



Day 5: Advanced Topics and CCMP Exam Preparation

- Contract closeout and lessons learned.
- Managing renewals, extensions, termination, and exit planning.
- Emerging trends in contract and commercial management.
- Digital contracting, automation, data analytics, and supplier ecosystems.
- Ethics and compliance in contracting.
- CCMP certification exam overview and preparation.
- Final activity: Creating a personal CCMP study and workplace application plan.

Individual Impact

- Strengthen your ability to manage contracts strategically across the full lifecycle.
- Improve confidence in negotiation, risk assessment, and stakeholder management.
- Build stronger understanding of financial, legal, and commercial contract issues.
- Gain practical tools for contract administration and performance monitoring.
- Improve your ability to prevent disputes and manage contractual changes.
- Enhance readiness to pursue CCMP certification for professional advancement.

Work Impact

- Improve contract value, compliance, and delivery performance.
- Strengthen commercial decision-making and supplier relationship management.
- Reduce exposure to contractual, financial, operational, and legal risks.
- Improve negotiation outcomes and contract terms.
- Strengthen contract governance, performance tracking, and accountability.
- Support more effective management of complex commercial relationships.

Training Methodology

This program uses a practical and certification-focused approach, combining contract management knowledge with hands-on application. Learning methods include:

- Interactive discussions and guided facilitation.
- Contract and commercial management case studies.
- Contract lifecycle mapping exercises.
- RFx, bid evaluation, and supplier selection workshops.
- Negotiation simulations and role plays.
- Contract risk assessment and mitigation activities.
- Performance monitoring and KPI development exercises.
- CCMP exam preparation reviews, practice questions, and study planning.



Beyond the Course

Upon completion, participants will be better prepared to manage contracts and commercial relationships with structure, confidence, and strategic awareness. They will return ready to:

- Manage complex contracts across the full lifecycle.
- Apply negotiation techniques to achieve better commercial outcomes.
- Identify and mitigate contractual and commercial risks.
- Build stronger contract administration and performance management systems.
- Manage claims, disputes, changes, and closeout activities more effectively.
- Continue preparation for CCMP certification and long-term career advancement.

