

# Mastering Contracting Skills: A Comprehensive 5-Day Course

21 – 25 June 2027  
London (UK)

UK Training

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## Mastering Contracting Skills: A Comprehensive 5-Day Course

**Ref:** 322882\_217444 **Date:** 21 – 25 June 2027 **Location:** London (UK) **Fees:** 5400 GBP

### Course Description

This comprehensive 5-day course equips professionals with essential contracting skills. Participants will learn contract formation, negotiation strategies, risk management techniques, and best practices for successful agreement execution and management. The course combines theoretical knowledge with practical applications to enhance contracting expertise.

### Learning Objectives

- Understand key principles of contract law and formation
- Develop effective negotiation strategies for various contract types
- Learn to identify and mitigate contractual risks
- Master techniques for drafting clear and enforceable contract terms
- Gain proficiency in contract administration and performance management
- Understand dispute resolution mechanisms in contracting

### Course Modules

#### Day 1: Fundamentals of Contract Law and Formation

- Introduction to contract law and legal principles
- Elements of a valid contract
- Contract types and structures
- Pre-contractual considerations and documentation

#### Day 2: Negotiation Strategies and Techniques

- Negotiation preparation and planning
- Key negotiation tactics and styles
- Managing difficult negotiations
- Ethical considerations in contract negotiation

#### Day 3: Risk Management in Contracting

- Identifying and assessing contractual risks
- Risk allocation and mitigation strategies
- Indemnification and limitation of liability clauses
- Insurance and bonding requirements

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A graphic illustration 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. The background shows concentric circles emanating from behind the king piece, suggesting a strategic or leadership theme.

#### **Day 4: Contract Drafting and Review**

- Structuring and organizing contract documents
- Drafting clear and unambiguous contract terms
- Common contract clauses and their implications
- Contract review and approval processes

#### **Day 5: Contract Administration and Dispute Resolution**

- Contract performance monitoring and management
- Change management and contract modifications
- Handling breaches and defaults
- Dispute resolution mechanisms and strategies

#### **Practical Wins for Participants**

- Ability to confidently negotiate and draft various types of contracts
- Enhanced skills in identifying and mitigating contractual risks
- Improved contract administration and performance management capabilities
- Strategies for effectively resolving contractual disputes and conflicts

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