Contracting & Legal · CL177

Mastering Contracts Management: The Oxford 5-Day MBA

Istanbul · 22 - 26 Nov 2026

Date	Venue	Duration
22 - 26 Nov 2026	**Istanbul**	**1 Week**
Fee	Ref	Language
£5,000 GBP	**CL177**	**English**

Introduction

The Contract is at the centre of all industrial transactions also, It is controlled by a centre competency of all a success corporations. The excellent corporations withinside the international recognise the advantages of improved income and better productivity as a result of learning excellent practices withinside the vital stages of settlement control.

This training course provides both strategic and practical insights into:

- Contract Management Negotiations
- Price and Cost Analysis
- Managing Risk through Contract Types
- Critical Source Selection and Contractor Evaluation
- Changes and Variations and Claims Disputes

Course Objectives of Mastering Contracts Management

Participants attending this training programme will gain from:

- Developing negotiation skill sets to achieve the organisation’s objectives
- Discussing important aspects of price and cost analysis
- Differentiating contract types and how they transfer risk
- Explaining how to deal with volatile materials pricing and contract risks
- Evaluating Performance-Based Service Contracting Methods

Course Methodology of Mastering Contracts Management

Presentations by professional and experienced world-class contract management practitioners and experienced consultants, individual and group exercises, published articles and case reviews, checklists, and groups are among the participants. Through a variety of teaching methods, you can broaden your knowledge and skills. Examine the connection between current practices and the implementation of new ideas.

Participants are encouraged to bring up topics for a confidential discussion and to share their experiences with specific issues in the company or industry. For practical use and enhancement, comprehensive course manuals are provided electronically. You will have time for general discussions as well as one-on-one interviews with experienced professional advisors.

Organisational Impact of Mastering Contracts Management

The organisation will benefit by:

- Significantly improved outcomes in commercial transactions and contracts
- Advanced trained contract management personnel
- Continuous improvement in contract management
- Superior productivity of personnel involved in contract activities
- Ensure that contracting is a high value added process
- Improvements in the performance of contractors with the associated commercial benefits

Personal Impact of Mastering Contracts Management

Attendees will gain by participating in this training programme through:

- Mastering skills in managing contract management
- Exceptional negotiation skills
- Greater ability to develop professionally
- Increased job satisfaction
- Receiving increased recognition by their organisation leading toward advancement and promotion
- Superior confidence in leading, planning, and managing the entire contract process

Target Audience of Mastering Contracts Management

This training course would suit all personnel who are involved in the planning, evaluation, preparation, and management of tenders, projects, specifications, awards, and contracts that cover any projects or contracts or the acquisition of materials, equipment, and services and who are in organisations whose leadership want high levels of competency in personnel involved in these activities.

This training course is suitable for a wide range of professionals but will greatly benefit:

- Contract Professionals
- Tendering, Purchasing, and Procurement Professionals
- Project Management Professionals
- Engineering, Operational, Finance, and Maintenance Professionals

Course Outlines of Mastering Contracts Management

DAY 1

Good Contracting and Procurement Practice

- Elements of a Good Contracting and Procurement Process
- Cost and Pricing
- Cost Analysis

- Allocating Overheads
- What is a Fair Profit
- Pricing Models

DAY 2

Contract Types and Payments

- Managing Contract Risk
- Contract Risk Sharing Continuum
- Implications of Contract Types
- Fixed Price and Cost-Reimbursement Contracts
- Innovative Contract Types
- Economic Price Adjustment Clauses
- Invoices and Payments

DAY 3

Source Selection and Contract Development

- Processes for Source Qualification
- Developing Pre-qualification and Tendering Criteria
- Rules for Drafting the Contract
- Terms & Conditions
- Forming the Contract
- Use of Performance-based Contracting

DAY 4

Contract Negotiations

- Role of Negotiation
- Negotiation —What Is It?
- Characteristics of a Good Negotiator
- Essential Rules of Negotiation, Part 1 - A Quote is Never a Concrete Number
- Essential Rules of Negotiation, Part 2 - The Best Prepared Wins
- Essential Rules of Negotiation, Part 3 - Have Many Issues and a BATNA
- Negotiation Tactics

DAY 5

Contract Administration and Close Out

- Post Award Functions - Overview and Responsibilities
- Contract Administration Duties
- Scope of Work Variations
- Force Majeure
- Termination
- Contract Close-Out

Register or ask about this course online

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