

Strategic Contract Management

Professional Training Course

Skillslab Training Provider

Skills for Tomorrow's World 



Course Description

Introduction

Strategic Contract Management is an advanced professional training program designed to help organizations transform contract management from an administrative function into a strategic capability that protects value, improves supplier performance, strengthens governance, and supports long-term business objectives. The course provides a comprehensive framework for managing contracts across the full lifecycle, from commercial strategy, sourcing, tendering, negotiation, and contract formation through execution, performance monitoring, change control, claims, renewal, and closeout. Participants learn how to align contractual arrangements with organizational strategy, risk appetite, financial objectives, procurement priorities, and stakeholder expectations. The program emphasizes value creation, risk prevention, commercial discipline, supplier relationship management, and evidence-based decision-making. Participants examine practical approaches to contract portfolio segmentation, risk allocation, performance measurement, cost control, obligation management, negotiation, and dispute avoidance. The course also addresses governance structures, accountability, contractual controls, compliance, commercial intelligence, and contract data for executive decision-making. An executive-level value proposition is created by enabling organizations to reduce commercial leakage, improve contract outcomes, strengthen supplier accountability, increase operational resilience, and maximize value from strategic agreements. Real-world case studies, practical workshops, and contract scenarios ensure that participants can apply the concepts directly within government entities, ministries, public sector organizations, large corporations, and complex institutional environments. The program is particularly valuable for professionals responsible for high-value contracts, strategic suppliers, major projects, outsourced services, procurement portfolios, and long-term commercial relationships.

Course Objectives

By completing the Strategic Contract Management course, participants will be able to:

- Understand strategic contract management as a value creation and governance discipline.
- Align contract strategies with organizational objectives, procurement priorities, and risk appetite.
- Segment contracts and suppliers according to strategic importance, value, complexity, and exposure.
- Select appropriate commercial and contractual models for different business requirements.
- Strengthen contract governance, ownership, accountability, and decision-making structures.
- Identify and manage contractual, commercial, operational, financial, and compliance risks.
- Improve supplier and contractor performance through measurable contractual obligations and indicators.
- Control variations, scope changes, commercial adjustments, and contractual amendments effectively.
- Strengthen negotiation strategies throughout the contract lifecycle.
- Improve contract obligation management, documentation, notices, and evidence.
- Manage pricing, payment mechanisms, incentives, penalties, and total contract value.
- Develop effective claims prevention, assessment, negotiation, and dispute avoidance practices.
- Use contract performance data to support strategic and executive-level decisions.
- Manage contract renewal, renegotiation, extension, termination, and closeout decisions.
- Build practical contract management improvement plans for organizational implementation.

Course Content

Day 1: Strategic Contracting, Commercial Strategy and Contract Portfolio Management

- Understanding strategic contract management and its organizational value.
- Moving from transactional contract administration to strategic commercial management.
- Linking contracts with corporate strategy, procurement, finance, and operations.
- Understanding the complete contract lifecycle and strategic decision points.
- Segmenting contracts according to value, complexity, risk, and criticality.
- Identifying strategic suppliers and high-impact contractual relationships.
- Developing contract strategies for different categories and business needs.
- Selecting fixed-price, reimbursable, unit-rate, framework, and hybrid structures.
- Assessing make-or-buy and outsourcing considerations.

- Defining clear scopes, deliverables, specifications, and performance requirements.
- Evaluating commercial assumptions, exclusions, dependencies, and constraints.
- Building contract business cases and value propositions.
- Identifying total cost and lifecycle value considerations.
- Establishing contract success criteria before award.
- Workshop: developing a strategic contract segmentation and management model.

Day 2: Contract Governance, Risk Allocation and Commercial Protection

- Designing effective contract governance structures.
- Defining contract ownership, responsibilities, authority, and approval levels.
- Establishing contract management plans and governance calendars.
- Identifying contractual, financial, operational, and compliance risks.
- Developing risk allocation principles aligned with organizational risk appetite.
- Evaluating liability, indemnity, warranty, and insurance provisions.
- Managing performance securities, guarantees, and financial protection mechanisms.
- Understanding termination rights, suspension, default, and remedy provisions.
- Managing confidentiality, intellectual property, data, and information obligations.
- Embedding ethics, compliance, and regulatory requirements within contracts.
- Developing obligation registers and contractual compliance controls.
- Identifying residual risk and unacceptable commercial exposure.
- Escalating strategic contract risks to appropriate governance levels.
- Strengthening internal coordination between legal, commercial, procurement, and operations teams.
- Workshop: developing a strategic contract risk and governance matrix.

Day 3: Supplier Performance, Value Delivery and Commercial Management

- Translating contractual obligations into measurable performance expectations.
- Designing meaningful performance indicators and service levels.
- Establishing supplier scorecards and performance review processes.

- Connecting performance outcomes with payment, incentives, and remedies.
- Managing poor performance and corrective action plans.
- Evaluating supplier capability, resilience, and dependency risks.
- Strengthening strategic supplier relationship management.
- Managing cost structures and commercial transparency.
- Monitoring contract spend, commitments, and financial exposure.
- Managing invoices, milestones, certification, retention, and payment controls.
- Identifying commercial leakage and value erosion.
- Using benchmarking and market intelligence in contract management.
- Managing continuous improvement and value engineering opportunities.
- Supporting innovation through strategic supplier collaboration.
- Practical exercise: evaluating supplier performance and identifying recoverable value.

Day 4: Change Management, Negotiation, Claims and Dispute Avoidance

- Establishing disciplined contract change control processes.
- Managing scope changes, variations, amendments, and additional work.
- Evaluating commercial, schedule, operational, and risk impacts of changes.
- Controlling unauthorized commitments and informal instructions.
- Managing contractual notices and time-sensitive obligations.
- Preparing negotiation strategies for complex contract issues.
- Applying structured negotiation techniques to commercial discussions.
- Managing price revisions and contract rebalancing.
- Identifying early warning signals for potential claims and disputes.
- Preparing and assessing contractual claims.
- Strengthening contemporaneous records and evidentiary documentation.
- Evaluating entitlement, causation, and commercial impact.
- Negotiating settlements while protecting strategic relationships.
- Using escalation and dispute resolution mechanisms effectively.

- Workshop: negotiating a complex contract change and claim scenario.

Day 5: Contract Optimization, Renewal, Closeout and Organizational Maturity

- Evaluating overall contract performance and value realization.
- Conducting strategic contract reviews and executive performance assessments.
- Identifying opportunities for renegotiation and commercial optimization.
- Evaluating renewal, extension, retendering, and termination options.
- Managing end-of-term negotiations and supplier transition risks.
- Preparing contract closeout and final reconciliation.
- Resolving outstanding obligations, payments, variations, and claims.
- Releasing guarantees, retention, and contractual securities.
- Capturing lessons learned from contract performance.
- Developing contract management knowledge repositories.
- Measuring contract management maturity across the organization.
- Establishing contract performance dashboards for leadership.
- Using contract analytics to support commercial decisions.
- Developing continuous improvement priorities.
- Final workshop: creating a strategic contract management transformation roadmap.

Target Audience

This professional Strategic Contract Management training course is designed for professionals responsible for contracts, procurement, commercial management, supplier relationships, projects, finance, governance, and organizational performance, including:

- Contract managers and senior contract administrators.
- Procurement directors, managers, and sourcing professionals.
- Commercial directors and commercial managers.
- Project directors and project managers.
- Supplier and vendor relationship managers.

- Category managers and strategic sourcing specialists.
- Legal counsel and contract specialists.
- Finance and commercial control professionals.
- Risk management and compliance professionals.
- Operations and service delivery managers.
- Claims and dispute management professionals.
- Cost management and project controls professionals.
- Governance and internal control specialists.
- Government procurement and contract management professionals.
- Ministry and public sector representatives managing strategic contracts.
- Executives responsible for major outsourced services and supplier portfolios.
- Professionals managing high-value, long-term, or business-critical agreements.

Course Requirements

Participants should ideally have professional exposure to contracts, procurement, commercial management, projects, legal affairs, finance, operations, supplier management, or organizational governance. Previous experience in contract administration is beneficial but not mandatory. Participants should be prepared to engage with contract scenarios, commercial analysis, negotiation exercises, supplier performance reviews, risk assessments, and case studies. A basic understanding of procurement and contractual terminology will support deeper participation, while the program is structured to progress from strategic foundations to advanced practical applications.

Training Methodology

The training methodology is practical, interactive, and designed around real-world strategic contract management challenges. Participants work through realistic commercial and contractual scenarios that connect contract language with business strategy, operational performance, financial value, governance, and risk management.

- Expert-led presentations covering strategic contract management principles.
- Contract strategy and portfolio segmentation exercises.
- Contract clause interpretation and risk allocation workshops.
- Supplier performance and scorecard development activities.
- Commercial value and cost analysis exercises.
- Change management and variation simulations.
- Contract negotiation workshops.
- Claims prevention and assessment case studies.
- Governance and accountability design exercises.
- Contract renewal and optimization scenarios.
- Contract closeout and lessons-learned activities.
- Facilitated discussions linking concepts with participants' organizational environments.

Learning Outcomes

Upon successful completion of the Strategic Contract Management training program, participants will be able to:

- Position contract management as a strategic business and governance capability.
- Align contract portfolios with organizational priorities and commercial objectives.
- Improve risk allocation and contractual protection.
- Strengthen contract governance, accountability, and decision-making.
- Improve supplier performance and strategic relationship management.
- Identify and reduce commercial leakage and value erosion.
- Manage contract changes and amendments with stronger discipline.
- Negotiate more effectively throughout the contract lifecycle.
- Prevent and manage claims and disputes more strategically.
- Improve obligation, notice, record, and documentation management.
- Use contract data and performance insights to support executive decisions.
- Evaluate renewal, renegotiation, extension, and termination options objectively.

- Strengthen contract closeout and value realization processes.
- Improve cross-functional collaboration around strategic contracts.
- Develop actionable roadmaps for improving organizational contract management maturity.

Instructor Profile

The course is delivered by "An internationally certified expert with extensive practical and consulting experience." The instructor brings extensive expertise in strategic contract management, procurement, commercial management, supplier relationship management, contract governance, negotiation, risk allocation, claims, project controls, and organizational transformation. The training approach combines internationally recognized contract management principles with practical insights from complex public and private sector environments. Participants benefit from real-world applications that connect contractual structures with commercial value, organizational risk, supplier performance, and executive decision-making. The instructor emphasizes value protection, strategic supplier management, commercial discipline, stronger governance, risk prevention, and practical implementation across complex organizations.

Contact Us

For registration inquiries, upcoming dates, or group pricing, please contact us:

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