



International Training
Center Paris

TRAINING SCHEDULE

Phone: +33 6 59 26 89 09

E-mail: Info@itcparis.com

Address: 78, Avenue des Champs-Élysées, 75008 Paris

ADVANCED CONTRACT NEGOTIATION FOR PROCUREMENT PROFESSIONALS

Overview:

The Advanced Contract Negotiation for Procurement Professionals training program is designed for procurement professionals seeking to enhance their contract negotiation skills. Participants will explore various topics, including contract negotiation strategies, contract drafting, risk management, and dispute resolution. The program will also cover the ethical and professional responsibilities associated with negotiating procurement contracts.

Objectives: By the end of this training program, participants will be able to:

- Develop advanced contract negotiation skills.
- Understand the ethical and professional responsibilities of negotiating procurement contracts.
- Learn strategies for drafting effective procurement contracts.
- Identify and manage risks associated with procurement contracts.
- Develop dispute resolution skills for procurement contracts.

The training program will incorporate a mix of lectures, case studies, group discussions, and practical exercises to ensure participants gain a comprehensive understanding of procurement contracts and negotiation. By the end of the training program, participants will be equipped with advanced contract negotiation skills, an understanding of the ethical and professional responsibilities associated with negotiating procurement contracts, and the skills and knowledge required to draft effective procurement contracts, identify and manage risks, and resolve disputes.

Targeted Groups:

- Procurement negotiators
- Vendor relationship managers
- Contract managers seeking specialized negotiation skills
- Business development professionals in procurement
- Legal professionals involved in procurement negotiations

Planning:

Day 1: Introduction to Procurement Contracts and Negotiation

- Overview of procurement contracts and negotiation
- Understanding the legal framework for procurement contracts
- Ethical and professional considerations in procurement contract negotiation

Day 2: Contract Negotiation Strategies

- Understanding negotiation strategies and tactics
- Preparing for negotiation
- Effective communication during negotiation

Day 3: Drafting Effective Procurement Contracts

- Contract structure and key provisions
- Best practices for drafting procurement contracts
- Reviewing and revising contracts

Day 4: Risk Management in Procurement Contracts

- Identifying and managing risks in procurement contracts
- Contract performance and compliance monitoring
- Contract termination and dispute resolution

Day 5: Dispute Resolution in Procurement Contracts

- Understanding dispute resolution processes
- Negotiating settlements and resolving disputes
- Ethics and professional responsibilities in dispute resolution