



International Training  
Center Paris

# TRAINING SCHEDULE

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# NEGOTIATION AND CONFLICT RESOLUTION IN CONTRACT MANAGEMENT

## Overview:

The Negotiation and Conflict Resolution in Contract Management training program is designed to provide professionals with the knowledge and skills to effectively manage negotiations and conflicts in the context of contract management. The program will cover a range of topics, including negotiation techniques, conflict resolution strategies, and communication skills. The program will also provide participants with an understanding of the legal and ethical considerations in negotiation and conflict resolution.

### Objectives:

- Develop negotiation and conflict resolution skills
- Understand the psychology of negotiation and conflict resolution
- Learn effective communication techniques
- Develop strategies for managing conflicts in the context of contract management
- Understand the legal and ethical considerations in negotiation and conflict resolution

The training program will include lectures, case studies, group discussions, and practical exercises. Participants will have the opportunity to apply the concepts learned in the training program to real-world contract management scenarios. By the end of the training program, participants will have the skills and knowledge necessary to effectively manage negotiations and conflicts in the context of contract management, as well as an understanding of the legal and ethical considerations in negotiation and conflict resolution.

# Targeted Groups:

- Contract managers
- Procurement negotiators
- Legal professionals handling contract disputes
- Vendor relationship managers
- Mediators focusing on contract-related conflicts

# Planning:

## Day 1: Introduction to Negotiation and Conflict Resolution in Contract Management

- Understanding the importance of negotiation and conflict resolution in contract management
- Key concepts and principles of negotiation and conflict resolution
- Overview of the negotiation and conflict resolution process

## Day 2: Negotiation Techniques and Strategies

- Developing a negotiation plan and strategy
- Effective communication in negotiation
- Managing emotions and conflict during negotiation

## Day 3: Conflict Resolution Strategies

- Understanding the psychology of conflict
- Conflict resolution strategies and techniques
- Negotiating win-win outcomes

## Day 4: Managing Conflicts in Contract Management

- Identifying and assessing conflicts in contract management
- Strategies for managing conflicts in contract management
- Contract dispute resolution mechanisms

## **Day 5: Legal and Ethical Considerations in Negotiation and Conflict Resolution**

- Legal and ethical considerations in negotiation and conflict resolution
- Negotiating with integrity
- Contract management best practices