



*Training Course:  
Certified International Commercial Contracts  
Manager*

*9 - 13 February 2025*

*Cairo (Egypt)*

*Holiday Inn & Suites Cairo Maadi, an IHG Hotel*

## Training Course: Certified International Commercial Contracts Manager

Training Course code: MA235710 From: 9 - 13 February 2025 Venue: Cairo (Egypt) - Holiday Inn & Suites Cairo Maadi, an IHG Hotel Training Course Fees: 3550 € Euro

### Introduction

The Certified International Commercial Contracts Manager training program is designed to equip professionals with the essential skills and knowledge needed to effectively manage commercial contracts in international business settings. This program, developed by Global Horizon Training Center, provides a structured approach to understanding contract law, risk management, negotiation strategies, and compliance with global trade regulations. Participants will gain a solid foundation in contract drafting, interpretation, and execution while learning best practices to minimize disputes and enhance business relationships.

### Objectives

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

- Understand the key principles of international commercial contracts.
- Draft and negotiate contracts effectively, ensuring compliance with international legal frameworks.
- Manage contractual risks and mitigate potential disputes.
- Implement best practices in contract administration and lifecycle management.
- Improve supplier and customer relationship management through effective contract terms.
- Ensure adherence to international trade and commercial regulations.

### Course Methodology

This course uses a blend of theoretical knowledge and practical applications, including:

- Case studies and real-world contract examples.
- Interactive workshops and group discussions.
- Hands-on exercises in contract drafting and risk assessment.
- Role-playing exercises for contract negotiations.
- Expert-led lectures and industry insights.

### Organizational Impact

- Strengthened compliance with international trade laws and contract regulations.
- Reduced risks and liabilities associated with poorly managed contracts.
- Improved efficiency in contract lifecycle management and supplier agreements.
- Enhanced ability to negotiate favorable contract terms.
- Better dispute resolution and risk mitigation strategies.
- Increased confidence in managing high-value commercial contracts.

## Target Audience

This program is ideal for:

- Contract managers and administrators.
- Procurement and supply chain professionals.
- Legal professionals and corporate counsel.
- Business development and sales managers.
- Finance and compliance officers.
- Project managers handling contractual obligations.

## Outlines

### Day 1: Fundamentals of International Commercial Contracts

- Overview of contract management in global trade.
- Key elements of a valid contract.
- Common types of international commercial contracts.
- Legal frameworks governing contracts e.g., CISG, UCC, Incoterms.
- Identifying risks in contract formation and execution.

### Day 2: Contract Drafting and Negotiation Strategies

- Principles of contract drafting: structure, clauses, and key terms.
- Essential contractual clauses force majeure, indemnities, warranties.

- Techniques for effective contract negotiations.
- Negotiating strategies for risk allocation and dispute prevention.
- Cross-border contract negotiation challenges and solutions.

#### Day 3: Risk Management and Compliance in Contracts

- Identifying and assessing contractual risks.
- Risk mitigation strategies and contractual safeguards.
- Compliance with international regulations anti-corruption, sanctions, export controls.
- Managing liability and indemnification clauses.
- Case studies: Lessons from international contract disputes.

#### Day 4: Contract Administration and Performance Management

- Best practices in contract execution and enforcement.
- Monitoring contractual obligations and performance indicators.
- Change management and contract amendments.
- Managing supplier and customer relationships through contracts.
- Handling contract breaches and dispute resolution mechanisms.

#### Day 5: Advanced Topics in Contract Management and Case Studies

- Managing contracts in complex, high-value transactions.
- Contract automation and digital contract management tools.
- International arbitration and alternative dispute resolution ADR.
- Case study analysis: Examining real-world contract disputes and resolutions.

## Registration form on the Training Course: Certified International Commercial Contracts Manager

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

### Delegate Information

Full Name (Mr / Ms / Dr / Eng): .....

Position: .....

Telephone / Mobile: .....

Personal E-Mail: .....

Official E-Mail: .....

### Company Information

Company Name: .....

Address: .....

City / Country: .....

### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....

Position: .....

Telephone / Mobile: .....

Personal E-Mail: .....

Official E-Mail: .....

### Payment Method

- Please find enclosed a cheque made payable to Global Horizon
- Please invoice me
- Please invoice my company

### Easy Ways To Register

Telephone:  
+201095004484 to  
provisionally reserve your  
place.

Fax your completed  
registration  
form to: +20233379764

E-mail to us :  
info@gh4t.com  
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Complete & return the  
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