



*Training Course:  
Contract Preparation and Management*

*28 September - 9 October 2026  
Tbilisi (Georgia)*

## Training Course: Contract Preparation and Management

Training Course code: PC4060 From: 28 September - 9 October 2026 Venue: Tbilisi (Georgia) - Training Course Fees: 9450 € Euro

### Introduction

Effective contract preparation and management are critical to achieving organizational objectives while mitigating risk. This 10-day program equips participants with practical knowledge and skills to manage the full contracting lifecycle—from preparing the scope of work and evaluating contractors, through tendering, contract award, administration, and control procedures. Participants will gain confidence in handling contractual obligations and applying best practices in both legal and operational aspects of contracts.

### Program Objectives

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

- Identify and discuss the major steps involved in contracting procedures.
- Develop clear and actionable scopes of work and recognize the consequences of poorly prepared scopes.
- Apply effective contracting strategies, including pricing considerations.
- Select and evaluate contractors efficiently.
- Understand and practice tendering principles and processes.

### Target Audience

- Contract specialists and administrators
- Project managers and coordinators
- Procurement and supply chain professionals
- Legal and compliance staff involved in contracts
- Executives overseeing contractual agreements
- Anyone involved in tendering or contract administration

### Course Outline

#### Day 1-2: Principles of Contracts

- Definitions of a contract
- Legal considerations in contracts
- Common contract problems
- Understanding the contracting lifecycle

#### Day 3: Contracting Stages

- Preparation, tendering, and contract award
- Contract administration fundamentals

#### Day 4-5: Scope of Work

- Must vs. want criteria
- Ensuring clarity and completeness
- Consequences of poor scope definition

#### Day 6: Evaluation of Resources

- Internal vs. external resources
- Resource planning for contracting

#### Day 7: Types of Contracts

- Legal, corporate, and interim contracts
- Contract pricing: lump sum vs. cost-plus
- Bonds and financial clauses

#### Day 8: Selection of Contractors

- Pre-qualification processes
- Continuous rating and evaluation

#### Day 9: Tendering

- Tender documentation preparation
- Tender procedures and evaluation criteria

#### Day 10: Contract Award and Control Procedures

- Documentation and control measures
- Contract administration and monitoring
- Closing and lessons learned

## Registration form on the Training Course: Contract Preparation and Management

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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: .....  
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### Payment Method

- Please find enclosed a cheque made payable to Global Horizon
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### Easy Ways To Register

Telephone:  
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