



*Training Course:
Contract Management*

*9 - 13 November 2026
Milan (Italy)*

Training Course: Contract Management

Training Course code: PC234980 From: 9 - 13 November 2026 Venue: Milan (Italy) - Training Course Fees: 5775 € Euro

Introduction

Define contract management and its role in business operations ,Discuss the types of contracts used in business ,Review the benefits and challenges of effective contract management ,Explain how to implement a successful contract management strategy

Objectives

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

- Understand the concept and benefits of contract management
- Identify and evaluate relevant contractual factors
- Develop and implement a contract management strategy
- Analyze and interpret contractual terms to inform business decisions
- Communicate findings and recommendations to stakeholders

Target audience

- Contract managers and administrators
- Procurement and sourcing professionals
- Project managers overseeing contract execution
- Legal advisors and in-house counsel involved in contracts
- Senior managers responsible for supplier or client agreements
- Professionals aiming to enhance contract lifecycle management, compliance, and performance monitoring

Outlines of Contract Management

Day 1: Introduction to Contract Management

- Understanding contract management: definition and types
- Identifying relevant contractual factors

- Mapping your organization's contract landscape

Day 2: Contract Negotiation and Drafting

- Best practices for effective contract negotiation
- Drafting effective contract language and clauses
- Understanding and mitigating legal risks

Day 3: Contract Execution and Performance Monitoring

- Ensuring compliance with contract terms and conditions
- Managing contract modifications and change orders
- Implementing effective contract performance metrics and monitoring

Day 4: Contract Administration and Termination

- Ensuring effective contract administration
- Managing contract closeout and termination
- Identifying and mitigating contract disputes and conflicts

Day 5: Case Studies and Wrap-up

- Reviewing real-world examples of successful contract management strategies
- Discussing lessons learned and best practices
- Q&A and course evaluation

Registration form on the Training Course: Contract Management

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

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