



*Training Course:
Certified International Commercial Contract
Manager (CICCM)*

*18 - 22 May 2026
Kuala Lumpur (Malaysia)*

Training Course: Certified International Commercial Contract Manager (CICCM)

Training Course code: MA236404 From: 18 - 22 May 2026 Venue: Kuala Lumpur (Malaysia) - Training Course Fees: 5775
€ Euro

Introduction

In today's complex global business environment, organizations require highly skilled professionals capable of managing international commercial contracts with precision, legal awareness, and strategic insight. The Certified International Commercial Contract Manager CICCM program is designed to equip participants with comprehensive knowledge and practical skills to manage the full contract lifecycle in international trade and commercial operations.

This training program is designed and developed by Global Horizon Training Center, combining international best practices, real-world case studies, and hands-on exercises to ensure participants gain both theoretical understanding and applied competence in international commercial contract management.

Objectives

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

- Understand the fundamentals of international commercial contracts and their legal frameworks
- Draft, review, and manage international contracts professionally and effectively
- Identify and mitigate contractual risks in cross-border transactions
- Apply international standards, conventions, and best practices in contract management
- Manage contract negotiations, variations, claims, and disputes confidently
- Enhance compliance, performance monitoring, and contract closure processes

Target Audience

This program is designed for:

- Contract Managers and Commercial Managers
- Procurement and Supply Chain Professionals
- Legal Advisors and In-House Counsel
- Project Managers and Operations Managers

- Business Development and Sales Managers
- Finance and Risk Management Professionals
- Professionals involved in drafting, negotiating, or managing contracts

Outlines

Day 1: Fundamentals of International Commercial Contracts

- Introduction to international commercial contract management
- Types of international commercial contracts
- Essential elements of a valid commercial contract
- Roles and responsibilities of the contract manager
- Overview of international contract law principles
- Common challenges in cross-border contracts

Day 2: Legal Frameworks and Risk Allocation

- Applicable laws and jurisdiction in international contracts
- International conventions e.g. CISG overview
- Choice of law and dispute resolution clauses
- Risk identification in international contracting
- Allocation of risks and liabilities
- Force majeure and hardship clauses
- Practical workshop: Reviewing risk-related contract clauses

Day 3: Contract Drafting and Negotiation

- Contract drafting techniques and best practices
- Key commercial and legal clauses explained
- Pricing, payment terms, and currency considerations

- Performance obligations and service level agreements SLAs
- Contract negotiation strategies in international settings
- Cultural considerations in global negotiations
- Role-play exercise: International contract negotiation

Day 4: Contract Administration, Claims, and Disputes

- Contract administration and performance monitoring
- Managing amendments, variations, and change orders
- Handling claims and contractual notices
- Contract compliance and documentation management
- Dispute avoidance techniques
- Dispute resolution methods: negotiation, mediation, arbitration, litigation
- Case study: Managing a contract dispute scenario

Day 5: Contract Closure, Ethics, and Best Practices

- Contract completion and close-out procedures
- Lessons learned and post-contract evaluation
- Ethical issues in international commercial contracting
- Compliance, anti-corruption, and governance considerations
- Best practices in international contract management
- Building a contract management framework within the organization
- Final assessment, group discussion, and program wrap-up

Registration form on the Training Course: Certified International Commercial Contract Manager (CICCM)

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- Please find enclosed a cheque made payable to Global Horizon
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