



*Training Course:  
The Essentials of Contracting*

*17 - 21 August 2026  
Trabzon (Turkey)*

## Training Course: The Essentials of Contracting

Training Course code: PC4004 From: 17 - 21 August 2026 Venue: Trabzon (Turkey) - Training Course Fees: 5775 € Euro

### Introduction

Organizations gain or lose significant revenue depending on the contractual terms governing purchases of goods, services, and equipment. Since all business activities are guided by contractual relationships, it is increasingly important for professionals engaged with external parties to understand how to secure the best possible agreements.

This program examines how contracts are created, the main clauses involved, alternative contracting strategies, and practical negotiation techniques, including handling variations and claims. The focus is on contracts written in English, but the methods have wide international application.

### Course Objectives

Participants will:

- Understand how contracts are formed and structured
- Analyze major contract clauses and associated legal implications
- Apply contracting strategies suitable for different project types and risks
- Develop negotiation skills for contracts and dispute resolution
- Learn how and why disputes arise and manage them proactively
- Transfer and mitigate risk through contractual provisions
- Use contract provisions to reduce the likelihood and impact of disputes

### Target Audience

- Contract Administrators
- Procurement and Purchasing Professionals
- Project Managers involved with vendor or supplier contracts
- Legal and Commercial Professionals working with contracts
- Non-lawyers who participate in drafting, reviewing, or negotiating contracts

### Program Outline

#### Day 1 - How Contracts Are Formed

- Reasons for using contracts
- Principles of contract formation

- Formalities in contract formation
- Written vs. oral contracts
- Authority to sign contracts
- Basic contractual structures
- Contract types for different business models

#### Day 2 - Main Contract Provisions & Issues

- Scope of work
- Force majeure and volatile market conditions
- Delivery and acceptance
- Termination and suspension
- Warranty provisions
- Selecting applicable law
- Entire agreement

#### Day 3 - Changes and Variations

- Scope changes and variations clauses
- Evaluating scope changes
- Extensions of time
- Disruption and sequence/timing changes
- Controlling and managing changes

#### Day 4 - Contractual Documents & Payment Issues

- Letters of Intent and Award
- Bonds and guarantees
- Progress payments
- Parent company guarantees
- Standard commercial documents
- Contract closure, suspension, termination
- Types of damages

#### Day 5 - Dispute Resolution

- Avoiding disputes and early recognition
- Contract clauses to encourage negotiation
- Third-party dispute resolution methods
- Courts, arbitration, and alternative methods mediation
- Post-review and analysis

## Registration form on the Training Course: The Essentials of Contracting

Training Course code: PC4004 From: 17 - 21 August 2026 Venue: Trabzon (Turkey) - Training Course Fees: 5775 € Euro

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  
or training@gh4t.com

Complete & return the  
booking form with cheque  
to: Global Horizon  
3 Oudai street, Aldouki,  
Giza, Giza Governorate,  
Egypt.