



*Training Course:
Strategic Contract Management*

*23 - 27 November 2026
Milan (Italy)*

Training Course: Strategic Contract Management

Training Course code: PC236507 From: 23 - 27 November 2026 Venue: Milan (Italy) - Training Course Fees: 5775 € Euro

Introduction

In today's complex business environment, contracts are central to organizational success, risk mitigation, and compliance. Strategic Contract Management ensures that organizations not only adhere to legal and regulatory requirements but also optimize value, enhance supplier relationships, and reduce operational risks. This program, meticulously designed by [Global Horizon Training Center](#), equips professionals with advanced knowledge, practical skills, and strategic insights to manage contracts efficiently, negotiate effectively, and enforce agreements while safeguarding organizational interests.

Objectives

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

- Understand the lifecycle of contracts from initiation to closure.
- Analyze risks, compliance requirements, and performance metrics associated with contracts.
- Develop strategies for negotiation, drafting, and amendments.
- Implement effective contract monitoring and performance evaluation.
- Handle disputes, claims, and enforcement with professional techniques.
- Integrate contract management strategies into overall business objectives.

Target Audience

- Contract Managers and Officers
- Procurement and Supply Chain Professionals
- Legal Advisors and Compliance Officers
- Project Managers handling contractual obligations
- Senior Executives involved in strategic agreements

Outlines

Day 1:

Contract Fundamentals and Strategic Alignment

- Overview of contract types and key components
- Contract lifecycle management

- Aligning contracts with organizational strategy
- Legal and regulatory frameworks

Day 2:

Risk, Compliance, and Governance in Contracts

- Identifying and assessing contractual risks
- Regulatory compliance and corporate governance
- Risk mitigation and contingency planning
- Case studies on governance failures and lessons learned

Day 3:

Negotiation and Drafting Techniques

- Principles of effective negotiation
- Drafting clear, enforceable contracts
- Contract clauses, amendments, and addendums
- Practical negotiation role-play exercises

Day 4:

Performance Management and Monitoring

- Contract performance metrics and KPIs
- Supplier and vendor relationship management
- Monitoring, auditing, and reporting mechanisms
- Early detection of breaches and corrective actions

Day 5:

Dispute Resolution, Claims, and Strategic Review

- Handling disputes and contractual claims
- Mediation, arbitration, and enforcement strategies
- Post-contract analysis and lessons learned
- Developing strategic roadmaps for contract management excellence

Registration form on the Training Course: Strategic 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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