



Training Course:
*Advanced Governance, Contract Management &
Strategic Stakeholder Engagement for Public
Sector Executives*
16 - 20 November 2026
London (UK)

Training Course: Advanced Governance, Contract Management & Strategic Stakeholder Engagement for Public Sector Executives

Training Course code: SC236615 From: 16 - 20 November 2026 Venue: London (UK) - Training Course Fees: 6300 €

Introduction

Public sector executives operate in an increasingly complex environment where effective governance, sound contract management, and strategic stakeholder engagement must work together to achieve institutional objectives, maintain accountability, and deliver sustainable public value.

The [Advanced Governance, Contract Management & Strategic Stakeholder Engagement for Public Sector Executives](#) program, designed by [Global Horizon Training Center](#), provides senior professionals with an integrated executive perspective on these three critical areas. The program explores how governance frameworks influence strategic decisions, how contracts can be managed to protect organizational interests and ensure performance, and how stakeholders can be effectively engaged to build alignment, manage expectations, and support successful initiatives.

Throughout the five-day program, participants will examine governance and accountability mechanisms, strategic and contractual risk, contract lifecycle management, supplier and contractor performance, stakeholder mapping, influence strategies, negotiation, and executive decision-making.

The program places particular emphasis on the realities of public sector organizations, enabling participants to connect governance requirements with contractual responsibilities and stakeholder relationships while strengthening transparency, performance, collaboration, and institutional effectiveness.

Objectives

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

- Understand advanced governance principles and their application within public sector organizations.
- Strengthen accountability, transparency, integrity, and executive oversight.
- Align governance structures with institutional strategy and public value objectives.
- Identify and manage governance, contractual, and stakeholder-related risks.
- Understand the complete contract lifecycle from planning through closeout.
- Strengthen contract performance monitoring and contractor accountability.
- Manage contract variations, claims, disputes, and performance issues more effectively.
- Apply appropriate governance mechanisms to major contracts and strategic relationships.
- Identify, analyze, and prioritize internal and external stakeholders.
- Develop effective stakeholder engagement and communication strategies.

- Strengthen executive influence, negotiation, and relationship-management capabilities.
- Manage conflicting stakeholder interests and expectations.
- Integrate governance, contract management, and stakeholder engagement into executive decision-making.
- Improve cross-functional and inter-agency coordination.
- Develop an integrated approach for managing complex public sector initiatives.

Course Methodology

The program uses an executive and application-oriented methodology combining instructor-led presentations, facilitated discussions, public sector examples, case analysis, scenario-based exercises, and structured decision-making activities.

Participants will examine realistic situations involving governance challenges, contractual performance, stakeholder interests, organizational risks, and executive decisions. The methodology encourages participants to connect the concepts covered during the program with their own institutional responsibilities and operating environments.

Organizational Impact

Organizations whose executives participate in this program will be better positioned to:

- Strengthen institutional governance and accountability.
- Improve transparency and quality of executive decision-making.
- Enhance oversight of strategic contracts and contractor performance.
- Reduce governance and contractual risks.
- Improve coordination between executive, legal, procurement, finance, and operational functions.
- Strengthen relationships with government entities, contractors, partners, and other key stakeholders.
- Improve management of complex and competing stakeholder expectations.
- Enhance contract performance and organizational value realization.
- Strengthen organizational reputation and stakeholder confidence.
- Promote integrated governance and performance management across strategic initiatives.

Target Audience

This program is particularly suitable for:

- Public Sector Executives and Senior Managers

- Directors and Department Heads
- Government and Public Authority Officials
- Governance and Compliance Professionals
- Contract and Commercial Managers
- Procurement and Supply Chain Managers
- Strategy and Performance Management Professionals
- Legal and Contract Administration Professionals
- Stakeholder Relations and Corporate Affairs Professionals
- Project and Program Directors
- Partnership and Institutional Relations Managers
- Professionals responsible for strategic contracts, governance, or stakeholder relationships

Outlines

Day 1: Advanced Governance for Public Sector Executives

- Understanding contemporary public sector governance
- Principles of good governance
- Accountability, transparency, integrity, and institutional responsibility
- Governance structures, roles, and responsibilities
- Executive accountability and delegated authority
- Governance frameworks and decision-making structures
- Relationship between governance, strategy, and organizational performance
- Policy governance and executive oversight
- Governance of strategic programs and initiatives
- Risk-based governance approaches
- Internal controls and assurance mechanisms
- Ethics, integrity, and conflicts of interest
- Strengthening transparency in executive decision-making

- Governance reporting and performance oversight
- Building an effective governance culture

Day 2: Strategic Governance, Risk & Executive Decision-Making

- Connecting organizational strategy with governance
- Governance responsibilities in strategic planning
- Strategic risk identification and assessment
- Governance of organizational and operational risks
- Risk ownership, accountability, and escalation
- Establishing effective governance committees
- Roles of executive management and oversight functions
- Developing effective decision rights and approval authorities
- Evidence-based executive decision-making
- Managing competing institutional priorities
- Governance and performance indicators
- Monitoring strategic implementation
- Cross-functional and inter-agency governance
- Managing governance failures and accountability gaps
- Strengthening organizational resilience through effective governance

Day 3: Advanced Contract Management in the Public Sector

- Strategic importance of contracts in public sector organizations
- Understanding the contract lifecycle
- Contract planning and establishment of clear requirements
- Roles and responsibilities in contract governance
- Understanding contractual obligations and deliverables
- Contract administration and documentation

- Managing contractor and supplier relationships
- Establishing contract performance measures and KPIs
- Monitoring deliverables, milestones, quality, and service levels
- Managing contractual risks
- Contract variations and change control
- Managing claims and contractual disagreements
- Approaches to dispute prevention and resolution
- Contractor performance evaluation
- Escalation and corrective-action mechanisms
- Contract completion, closeout, and lessons learned
- Strengthening governance and accountability throughout the contract lifecycle

Day 4: Strategic Stakeholder Engagement, Communication & Influence

- Understanding stakeholder engagement in the public sector
- Identifying internal and external stakeholders
- Stakeholder mapping and prioritization
- Assessing stakeholder interests, expectations, and influence
- Understanding stakeholder power and organizational impact
- Developing stakeholder engagement strategies
- Selecting appropriate engagement approaches for different stakeholder groups
- Executive communication with strategic stakeholders
- Building credibility, trust, and long-term relationships
- Influencing without direct authority
- Managing senior and high-impact stakeholders
- Engaging government entities, regulators, partners, contractors, and communities
- Managing conflicting interests and expectations
- Handling resistance and difficult stakeholder relationships

- Strategic negotiation and consensus building
- Maintaining stakeholder engagement throughout major initiatives

Day 5: Integrating Governance, Contracts & Stakeholder Engagement

- Understanding the interrelationship between governance, contracts, and stakeholders
- Establishing governance arrangements for strategic contracts
- Identifying stakeholders across the contract lifecycle
- Aligning contractual objectives with institutional priorities
- Integrating stakeholder considerations into executive decisions
- Managing governance and stakeholder risks in major contracts
- Coordinating executive, legal, procurement, finance, and operational stakeholders
- Managing contractors as strategic stakeholders
- Executive oversight of complex contractual relationships
- Managing sensitive issues, escalation, and competing interests
- Negotiating solutions while protecting institutional objectives
- Managing stakeholder expectations during contractual changes and disputes
- Transparency and accountability in high-impact decisions
- Building collaborative relationships without compromising governance
- Executive case analysis: balancing governance, contractual obligations, and stakeholder expectations
- Developing an integrated governance and stakeholder engagement approach
- Key implementation priorities and final review

Registration form on the Training Course: Advanced Governance, Contract Management & Strategic Stakeholder Engagement for Public Sector Executives

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