



*Training Course:
The 3 Phases of Contract Management in Energy
Sector*

*26 - 30 April 2027
Milan (Italy)*

Training Course: The 3 Phases of Contract Management in Energy Sector

Training Course code: PC235398 From: 26 - 30 April 2027 Venue: Milan (Italy) - Training Course Fees: 5775 € Euro

Introduction

Contracts in the energy sector are increasingly complex and international. This program equips participants with practical knowledge and tools to manage contracts effectively, mitigate risks, control changes, and resolve disputes using modern approaches.

Objectives

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

- Understand the role and structure of contracts in business and energy projects.
- Apply change management and control in contracts.
- Manage collateral documents such as bonds, guarantees, and letters of intent.
- Use negotiation and dispute resolution techniques to resolve conflicts.
- Develop strategic, commercial, and risk management competencies.

Target Audience

- Contract managers and administrators
- Legal advisors and in-house counsel
- Procurement and supply chain professionals
- Project managers overseeing commercial agreements
- Risk and compliance officers
- Professionals involved in negotiation or dispute resolution

Outlines

Day 1 - Contract Fundamentals & Context

- What is a contract? Legal requirements for validity
- Making contracts enforceable internationally
- Online contracting best practices
- Overview of contract types, structures, and key terms
- Case study: Contract creation in an international energy context

Day 2 - Contract Structure & Essential Terms

- Form of agreement, general & special conditions, schedules, risk & ownership
- INCOTERMS, notices, and legal formalities

- Collateral documents: guarantees, letters of intent, insurance policies
- Case exercises on structuring contracts effectively

Day 3 - Change Management & Variations

- Managing contract changes: assignment, novation, waiver, scope changes
- Variation clauses, delay, force majeure, and disruption management
- Handling claims and approvals
- Practical workshop: analyzing and applying change control

Day 4 - Dispute Resolution Techniques

- Negotiation strategies and staged dispute resolution clauses
- Arbitration, litigation, mediation, conciliation, expert determination
- Case study exercises: resolving disputes in energy contracts
- Best practices for reducing conflict and maintaining relationships

Day 5 - Practical Application & Assessment

- Integration of contracting, change management, and dispute resolution
- Work-based group assignment: analyze a contract problem and propose solutions
- Review of commercial strategies, risk mitigation, and legal compliance
- Presentation of solutions and feedback
- Wrap-up and ILM Endorsed Certification briefing

Registration form on the Training Course: The 3 Phases of Contract Management in Energy Sector

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

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