XCELERATE TRAINING INSTITUTE
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CONTRACT MANAGEMENT & LAW

Contract Negotiation and Risk Allocation Training Course

Negotiating Terms That Protect Value and Manage Risk

DURATION	LANGUAGE	FORMAT	COURSE CODE
5 days	English or Arabic	Classroom / Online	CM-103

Upcoming dates

Dates	Venue	Format	Fee
4 – 8 Jan 2027	Dubai	Classroom	€3,800
12 – 16 Apr 2027	Geneva	Classroom	€4,800
28 Jun – 2 Jul 2027	Live online	Online (live)	€1,200
19 – 23 Jul 2027	Istanbul	Classroom	€3,800
25 – 29 Oct 2027	Kuala Lumpur	Classroom	€5,500
6 – 10 Dec 2027	Live online	Online (live)	€1,200

Register or ask a question

Online: x8ti.com/course/contract-negotiation-and-risk-allocation-training-co…
+491631686678 · info@x8ti.com

Contract Negotiation and Risk Allocation Training Course

Introduction

The commercial value of a contract is decided at the negotiating table. Price matters, but so do liability caps, payment terms, warranties, termination rights and the allocation of risk between the parties.

This course combines negotiation skills with contract knowledge. Participants learn how to prepare a contract negotiation, prioritise terms, understand risk from both sides and reach balanced agreements that hold up during delivery.

Learning Objectives

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

- Prepare contract negotiations with clear objectives and limits
- Identify and prioritise the key risk clauses
- Understand risk allocation from both parties' perspectives
- Use negotiation techniques to trade terms and concessions
- Handle difficult tactics and deadlocks
- Document agreed positions accurately

Training Methodology

This course combines short expert presentations with practical exercises, case studies from the Gulf and international organisations, group discussions and work with real templates and tools. Participants are encouraged to bring examples from their own work so that the learning can be applied immediately.

Participants negotiate full contract cases in pairs and teams, with debriefs on terms and tactics.

Benefits for Your Organisation

- Better-balanced contracts and lower risk exposure
- Stronger commercial outcomes
- Fewer disputes during delivery
- Consistent negotiation positions

Benefits for You

- Practical negotiation frameworks for contracts
- Understanding of key risk clauses
- Experience through realistic simulations
- Greater confidence with counterparties

Who Should Attend

This course is designed for:

- Contract and commercial managers

- Procurement and sales professionals
- In-house lawyers
- Project and business development managers
- Senior managers approving contracts

Course Outline

Day 1: Preparing the Negotiation

- Contract negotiation as value creation
- Objectives, priorities and walk-away points
- Understanding the other party's interests
- Mapping contract risks
- Building a negotiation plan

Day 2: Key Commercial Terms

- Price, payment and security
- Scope, specifications and acceptance
- Delay, damages and incentives
- Change mechanisms
- Simulation: commercial terms

Day 3: Risk Clauses

- Liability caps and exclusions
- Indemnities and insurance
- Warranties and defects
- Force majeure and termination
- Simulation: risk allocation

Day 4: Negotiation Techniques

- Anchoring and concession strategies
- Trading packages of terms
- Handling pressure and tactics
- Cross-cultural negotiation in the Gulf
- Team negotiation roles

Day 5: Closing and Documentation

- Breaking deadlocks
- Recording agreed positions
- Approvals and authority
- Handover to contract management
- Final negotiation exercise

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Registration Form

Contract Negotiation and Risk Allocation Training Course

Preferred dates: ..... Venue or online: .....

Duration: 5 days Language: .....

Please complete and email this form to us, or register online. We confirm your place and send the invoice within one working day.

Delegate information

Full name (Mr / Ms / Dr / Eng): .....

Position: ..... Telephone / mobile: .....

Official email: ..... Personal email: .....

Company information

Company name: .....

Address: .....

City / country: ..... VAT / tax number: .....

Person responsible for training & development

Full name (Mr / Ms / Dr / Eng): .....

Position: ..... Telephone / mobile: .....

Email: .....

Payment

☐ Please invoice me ☐ Please invoice my company

Signature: ..... Date: .....

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