



Procurement – Negotiation and Contracting

Create real value for your organisation through the negotiation and drafting of effective contracts

28 – 29 November 2022

This is an **interactive Virtual Instructor-Led Training (VILT)**. Kindly ensure you have a working Webcam and Headset with Microphone.

- ✓ Strictly limited number of seats to ensure maximum learning and experience for all delegates
- ✓ Thorough and customised program to address current market concerns
- ✓ Provision of a digital certificate to delegates at the end of the training

BY ATTENDING THIS WORKSHOP, YOU WILL BE EQUIPPED WITH THE SKILLS TO:

- **UNDERSTAND** the different types and lengths of contracts, major contract terms and relevant legal issues
- **APPRECIATE** and **APPLY** key legal principles to ensure a clear and legally valid contract
- **GO** beyond this to understand what makes a truly effective contract
- **UNDERSTAND** the impact of international law on International Contracts
- **APPRECIATE** the different types of contract, including Framework Agreements, Blanket Orders, Call-Offs and Statements of Work (SOW)
- **DRAFT** effective, reasonable and sustainable contracts in a clear and readable manner
- **UNDERSTAND** the key principles of negotiation
- **APPRECIATE** the difference between distributive and integrative negotiation
- **DRAFT** tricky clauses such as those concerning indemnity, liability and damages
- **IDENTIFY** areas of high risk and **USE** contractual solutions to provide protection
- **UNDERSTAND** when to seek legal support and how to manage lawyers
- **SUCCESSFULLY** negotiate contracts to obtain best value for your organisation