



## COMMERCIAL & CONTRACT MANAGEMENT



## CONTRACT MANAGEMENT ESSENTIALS TRAINING

*A practical interactive 3 days class room training for senior stakeholders*

### WHY IMPORTANT?

*Current commercial reality requires you to skill up your competences on Commercial & Contract Management Essentials.*

The **magic key to success** in maximising the **commercial value of the contract portfolio** is that commercial **stakeholders** are **collaborating** with an **essential understanding** of commercial, financial, legal and requirements of the business.

### WHAT DO WE OFFER?

*We train you in Commercial & Contract Management best practices.*

This comprehensive course addresses **best practices** on how to manage a **contract portfolio** in order to **maximise** the expected **cash flows**, the must knows of the **different legal systems** and international treaties, the ins and outs of **commercial contract models** and their **key value terms** and how to ensure that your **contract creates value** in the most effective and efficient manner in a fast paced and ever changing world. It also gives you the **essentials** for structuring, developing, drafting, interpreting, negotiating, modifying and managing contractual commercial arrangements.

### HOW DOES THE TRAINING LOOKS LIKE?

*The Essentials course is a 3 days class-room training.*

#### Content

- **Contract Management Framework** - The purpose and structure of a Contract Management Framework, The purpose and benefits of Contract Models, Typical for Product Contracts, Service Contracts and Partnerships Contract Models.
- **Legal Essentials** - Differences of Legal systems and the impact of International treaties, Basic contracting principles, Contract formation, Risk identification, mitigation and allocation, Relevant legal key terms
- **Organisational Essentials** - What defines expectations of a commercial value proposition, Who is critical to ensure that expectations are delivered, When are critical parties expected to be involved, How do we ensure that critical parties are involved.
- **Commercial & Finance Essentials** - Quantity and Quality terms, Pricing terms, Credit and Payment terms, Shipment terms including Incoterms, Force Majeure, Other relevant commercial & financial terms.
- **Case Studies** - What Commercial Value Creation Concept is about and how 'Good' Commercial & Contract Managements helps to realise this.

### WHO SHOULD ATTEND?

*Senior and Mid-Level Stakeholders who are involved in Contract Management.*

This course is intended for **mid-level and senior managers** in Commercial, Contract, Project, Finance and others who are new to the Commercial & Contract Management space, as well as those with experience can learn to benefit from commodities opportunities while avoiding the pitfalls that face those who are -  
uninformed.

### About Trainers:

Our trainers & coaches are independent senior experienced Commercial, Finance, Legal managers with on average 20+ year active involvement in leading Commercial & Contract Management with large industrial and wholesale companies across the world.

### Course delivery:

The course of six modules includes facilitated sessions, learning from peers and experts, through group discussions, presentations, interactions and assignments.

### How to enroll:

Enrolment via  
[Bloomingcontracts.com/courses](https://bloomingcontracts.com/courses)

Contact us via  
[Info@BloomingContracts.com](mailto:Info@BloomingContracts.com)

Contact us to plan an in-house or to get a class-room training schedule. The Price of a scheduled training is a low 4 digit USD/participant number (excluding duties/taxes, hotel accommodation and transport).

### Course locations:

Houston  
Buenos Aires  
Paris  
Rotterdam  
Dubai  
Singapore  
Perth