

Course No. 1682

Contract Negotiation & Commercial Agreements

GOVERNMENT CONTRACTS & CONTRACT MANAGEMENT
GOVERNMENT & PUBLIC SECTOR

DURATION

5 Days

LOCATION

Milan, Italy

DELIVERY

Classroom

DATES

18 – 22 Jan 2027



Scheduled Event Details

CITY	Milan, Italy
DATE	18 – 22 Jan 2027
DELIVERY TYPE	Classroom
COURSE FEE	€6,000

Course Overview

The Contract Negotiation & Commercial Agreements Training Course provides a strategic and practical framework for negotiating contracts, structuring commercial agreements, and achieving balanced outcomes that support organizational objectives. The course focuses on strengthening participants' ability to analyze commercial interests, establish negotiation priorities, manage contractual positions, assess risks, and reach agreements that protect organizational value while supporting sustainable business relationships.

Contract negotiations are a critical stage in the contract lifecycle because decisions made during negotiations can directly influence cost, scope, schedule, risk allocation, responsibilities, performance, payment terms, and long-term commercial relationships. Effective negotiation therefore requires more than negotiating price; it requires a clear understanding of business objectives, contractual obligations, risk exposure, alternatives, and the interests of all parties.

The program covers the complete contract negotiation process, from preparation and commercial analysis to negotiation strategy, communication, handling objections, resolving differences, and closing agreements. Participants will examine key commercial and contractual provisions, including pricing, payment, scope, duration, performance requirements, liabilities, warranties, variations, termination, dispute resolution, and other provisions that can significantly affect commercial outcomes.

A strong focus is placed on complex commercial negotiations where parties have competing interests and different levels of commercial leverage. Participants will learn how to establish negotiation objectives, assess alternatives, develop negotiation scenarios, determine acceptable limits, evaluate trade-offs, and respond effectively to challenging tactics while maintaining professional relationships and protecting organizational interests.

Through case studies, contract analysis, negotiation simulations, and practical exercises, participants will develop the ability to prepare and conduct professional contract negotiations and manage commercial agreements effectively. The course is suitable for government entities, ministries, public-sector organizations, oil and gas companies, energy organizations, infrastructure operators, contractors, consultants, procurement organizations, and large corporations involved in strategic commercial contracting.

Objectives

- Analyze the fundamental principles of contract negotiation and commercial agreements and their role in achieving organizational objectives.
- Assess the interests, objectives, priorities, risks, and negotiation positions of the parties involved.
- Develop a structured negotiation strategy based on available information, alternatives, priorities, and commercial objectives.
- Prepare comprehensive negotiation plans covering objectives, limits, alternatives, expected positions, and potential concessions.
- Apply effective techniques for managing dialogue, proposals, objections, and negotiation positions.
- Evaluate key commercial and contractual provisions and determine their financial, operational, and risk implications.
- Develop appropriate approaches for managing complex negotiations, commercial pressure, conflicting interests, and challenging negotiation behaviors.
- Apply interest-based negotiation techniques to achieve value while protecting organizational interests.
- Evaluate alternative negotiation scenarios and select appropriate approaches before finalizing an agreement.
- Strengthen the ability to document negotiation outcomes and translate them into clear contractual and commercial terms.
- Apply effective approaches for managing multi-party negotiations and stakeholder interests.
- Conduct a comprehensive negotiation simulation and develop a practical negotiation strategy by the end of the course.

Who Should Attend

This training course is designed for Contract Managers, Commercial Managers, Procurement Managers, Project Managers, Supply Chain Managers, Business Managers, Sales and Procurement Managers, Contract Specialists, Procurement Specialists, Commercial Specialists, and Legal and Commercial Advisors involved in preparing, negotiating, or managing contracts and commercial agreements.

The course is particularly relevant to professionals working in ministries, government entities, public-sector organizations, oil and gas companies, energy organizations, infrastructure and construction companies, engineering firms, utilities, contractors, consultants, and large corporations. It is also suitable for professionals in legal, finance, procurement, supply chain, project management, and business development functions who regularly deal with commercial agreements and contractual negotiations.

The program will benefit executives, senior managers, department heads, commercial decision makers, and leaders involved in strategic negotiations or the approval of commercial and contractual terms. It provides practical tools for improving negotiation decisions, managing commercial risks, maximizing contractual value, and maintaining effective long-term business relationships.

Learning Outcomes

- Explain the fundamental principles of contract negotiation and commercial agreements.
- Identify the interests, objectives, priorities, alternatives, and negotiation leverage of different parties.
- Prepare a comprehensive contract negotiation plan covering objectives, limits, alternatives, and negotiation scenarios.
- Analyze key commercial provisions and evaluate their financial, operational, and contractual implications.
- Apply interest-based negotiation techniques and manage competitive negotiation positions.
- Conduct negotiation meetings and manage dialogue, proposals, objections, and counteroffers professionally.
- Evaluate alternative negotiation scenarios before making final commercial decisions.
- Manage complex negotiations involving pressure, conflicting interests, difficult behaviors, and competing priorities.

- Conduct multi-party negotiations while maintaining clarity of objectives and stakeholder alignment.
- Document negotiation outcomes and translate agreed positions into clear commercial and contractual terms.
- Assess commercial and contractual risks associated with negotiated terms and conditions.
- Conduct an integrated negotiation simulation and select appropriate strategies for achieving effective commercial agreements.

Course Outline

DAY 01

Contract Negotiation Foundations & Strategic Preparation

- Principles of commercial negotiation and its role in the contract lifecycle
- Analyzing interests, objectives, priorities, and sources of negotiation leverage
- Information gathering and commercial analysis before negotiations
- Establishing negotiation objectives, limits, alternatives, and acceptable outcomes

PRACTICAL APPLICATION

Develop a negotiation plan for a commercial contract, including objectives, priorities, alternatives, and potential concessions

DAY 02

Negotiation Strategy, Tactics & Communication

- Developing negotiation strategies and tactical approaches
- Interest-based negotiation versus position-based negotiation
- Managing dialogue, questioning techniques, proposals, counteroffers, and objections
- Handling pressure, difficult behaviors, and challenging negotiation tactics

PRACTICAL APPLICATION

Conduct a contract negotiation simulation and evaluate the strategies, communication approaches, and performance of each party

DAY 03

Commercial & Contractual Terms Negotiation

- Negotiating pricing, costs, payment terms, and financial conditions
- Negotiating scope, duration, performance requirements, and contractual obligations
- Responsibilities, warranties, guarantees, insurance, liabilities, and contractual limitations
- Variations, termination, claims, and dispute resolution provisions

PRACTICAL APPLICATION

Analyze a commercial contract and identify high-impact provisions, commercial risks, negotiation priorities, and potential trade-offs

DAY 04

Complex Negotiations & Commercial Risk Management

- Assessing commercial and contractual risks during negotiations
- Managing alternatives, scenarios, trade-offs, and commercial concessions
- Multi-party negotiations and stakeholder management
- Managing deadlocks, disagreements, escalation, and conflicting interests

PRACTICAL APPLICATION

Conduct a multi-party negotiation involving competing interests, commercial pressure, contractual risks, and conflicting priorities

DAY 05

Negotiation Closing & Commercial Agreement Management

- Closing strategies and achieving final agreement
- Documenting negotiation outcomes and translating them into clear contractual terms
- Reviewing consistency between commercial objectives and final contractual obligations
- Managing commercial relationships and monitoring commitments after agreement

DAY 05 — CONTINUED

FINAL WORKSHOP

Conduct a complete contract negotiation simulation covering preparation, analysis, negotiation sessions, objections, concessions, risk management, agreement closing, and development of a practical framework for managing the resulting commercial agreement

Register or Request More Information

Course page: <https://quest-training.com/courses/contract-negotiation-commercial-agreements>

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