

# CERTIFICATE IN COMMERCIAL CONTRACTS MANAGER

26th - 27th February 2024

16th - 17th May 2024

Kuala Lumpur (In Person) / Online Training

## Major Benefits of Attending

By attending this executive training, you will

- **Gain** a deep understanding of contract law principles and their practical applications
- **Develop** negotiation and communication skills to achieve favourable outcomes in contracts
- **Learn** how to identify and mitigate risks within contracts to protect your organisation's interests
- **Acquire** the ability to draft, review and interpret contracts with precision and clarity
- **Enhance** decision-making skills by analysing real-world contract scenarios and case studies
- **Network** and **Collaborate** with industry professionals, sharing insights and best practices
- **Receive** a certificate attesting to your competence in commercial contracts management

## Course Methodology

**Client has the option to choose to participate either below method.**

**Online Course :** *This course will be conducted via Zoom.*

**Marriott Group Hotel :** *This course will be conducted at the hotel with the trainer on site. Participants will need to bring their own laptop. Lunch/Dinner and 2 networking breaks will also be provided.*

## Why you Should Attend?

Whether you are responsible for negotiating contracts, ensuring compliance, or safeguarding your organisation's interests, this course will empower you with the knowledge and tools to succeed.

This 2-day training will cover

- Introduction to Contract Law and its Application
- Key Elements of a Commercial Contract
- Types of Contracts and Their Legal Implications
- Drafting Clear and Effective Contract Terms
- Negotiation Strategies for Successful Contract Agreements
- Risk Assessment and Mitigation in Contracts
- Contract Performance, Monitoring and Compliance
- Dispute Resolution and Contract Termination
- Ethical Considerations in Contract Management
- Case Studies / Analysis and Learning Points
- Practical Case Studies and Group Exercises
- Q&A and Interactive Discussions

## Who Should Attend?

This program is essential for professionals in roles such as Contract Managers, Procurement Specialists, Legal Advisors, Project Managers, Contract Administrators / Managers / Planners / Negotiators, Purchasing / Procurement Officers, Claims Personnel, Business Development Managers, Account Managers, Project Managers, Finance and Bank Personnel, Exporters, Importers, Trade Financiers, Commodity Traders and business owners who want to excel in managing commercial contracts.

Organized by:



FDB EVENTS PTE LTD (SINGAPORE)  
FDB SYNERGY SDN BHD (MALAYSIA)

**For more details, contact [hello@fdb.sg](mailto:hello@fdb.sg)**

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