LEGAL & COMMERCIAL

LC83 Contract Management

This course offers a comprehensive exploration of contract management principles across the full contract lifecycle, equipping delegates with the practical knowledge to oversee agreements from formation to close-out. By focusing on commercial awareness, compliance, performance oversight, and dispute resolution, participants will gain the tools to manage contracts efficiently and mitigate risks proactively. The course blends strategic and operational insights to help professionals navigate increasingly complex project and procurement environments, ensuring contracts are delivered on time, within scope, and to value.

Course Information

Duration: 5 days

London (£4950): 23rd February 2026, 11th May 2026, 6th July 2026, 24th August 2026, 19th October 2026, 7th December 2026, 11th January 2027, 19th July 2027, 4th October 2027, 27th March 2028

Companies nominating 3 or more delegates to attend the same programme will enjoy a special discount on the course fees.

Upon completion of one of our CPD certified courses, delegates will be awarded both an LMC certificate and a CPD certificate. No examination required.

Who is the course suitable for?

This course is designed for professionals responsible for managing contracts, projects, or procurement processes in both the public and private sectors. It will benefit those operating in complex environments where legal compliance, supplier coordination, and commercial negotiation are central. Whether working in construction, infrastructure, energy, or services, participants will gain essential capabilities to oversee contract execution, assess risks, and drive commercial outcomes confidently.

Course profile

Principles of Contract Management and Commercial Awareness

- Exploring contract lifecycles and key contract stages
- Differentiating between contract types and models
- Establishing roles, responsibilities, and obligations
- Understanding commercial awareness in contract execution
- Examining contract pricing structures and formulae

Compliance, Protocols, and Communication in Contracts

- Establishing health and safety protocols
- Embedding data protection and communication policies
- Establishing a single point of contact for contract queries
- Keeping records: diary management and audit trails
- Managing email etiquette and written communication standards

Setting to Work and Variation Management

- The contract initiation process
- Conducting effective inductions for contractors and suppliers
- Applying ‘setting to work’ protocols
- Issuing and managing variation instructions
- Tracking performance vs payment milestones

Claims, Disputes, and Resolution Techniques

- Identifying causes and types of contractual claims
- Investigating delays, defects, and breach of obligations
- Applying structured approaches to dispute resolution
- Managing internal and external escalation processes
- Managing out delinquent contractors/contractor changeover
- Mitigating conflict through early intervention and communication

Lessons Learned and Post-Contract Reviews

- Conducting contract close-out meetings and reviews
- Gathering feedback from suppliers and internal stakeholders
- Analysing lessons learned for future contract improvements
- Embedding continuous improvement into procurement and contract cycles

Competencies

At the end of this course, delegates will be able to:

- Navigate and manage the full contract lifecycle from formation to closure.
- Apply commercial awareness to evaluate contract types, risks, and pricing models.
- Implement and monitor compliance frameworks including safety and data protocols.
- Initiate contracts effectively, ensuring readiness of teams and contractors.
- Manage variations and performance against defined milestones.
- Resolve contractual disputes through structured processes and communication.
- Conduct lessons learned reviews and embed improvements into future contracts.
- Strengthen supplier engagement and internal coordination throughout project delivery.

Course Booking

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Email us: training@lmcuk.com

www.lmcuk.com

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