



# دورة الإعداد للاختبار مدير العقود التجارية الدولية المعتهد



**AGILE LEADERS**  
Training Center

24 - 28 May 2027  
عمان



## دورة الإعداد للاختبار مدير العقود التجارية الدولية المعتمد

الرجوع: 36326\_72301 التاريخ: 24 - 28 May 2027 الموقع: عمان الرسوم: Euro 4100

### Course Overview:

The course is designed for professionals who want to excel in international contract management. This course prepares participants for the CICCM Certification Program by covering a wide range of topics, including skills development in contracts management, international contracts management, and strategic supplier contract management. With the evolution of global supply chains, managing commercial contracts with strategic suppliers has become crucial. This course equips participants with the necessary skills for purchasing and supply chain contracts, contract administration, and the legal aspects of international contracts. Participants will develop expertise in risk management, negotiation techniques, and commercial contracts administration, ensuring they meet the rigorous standards required for CICCM certification. Through complete training, participants will confidently approach the CICCM exam and enhance their careers in contract management.

### Target Audience:

- Purchasing Managers
- Supply Chain Professionals
- Contract Administrators
- Procurement Specialists
- Legal Advisors in Contract Management
- Project Managers involved in Contract Negotiations

### Targeted Organizational Departments:

- Procurement and Supply Chain Departments
- Legal and Compliance Teams
- Contract Administration and Management Units
- Project Management Offices PMOs

### Targeted Industries:

- Manufacturing
- Energy and Utilities
- Information Technology
- Government and Public Sector
- Healthcare and Pharmaceuticals
- Finance and Insurance

## Course Offerings:

By the end of this course, participants will be able to:

- Master the principles of contract management.
- Understand and apply international commercial contracts body of knowledge.
- Execute strategic supplier contract management.
- Enhance skills in sourcing and evaluation in commercial contracts.
- Manage contract pricing principles and contract negotiations.

## Training Methodology:

The course uses various interactive learning methods, including case studies, real-world scenarios, group discussions, and role-playing exercises. Participants will develop their contract management skills through practical workshops covering procurement and contract management essentials. Feedback sessions will help participants track their learning progress and get guidance for the CICC certification exam.

## Course Toolbox:

- Contract Management Body of Knowledge CMBOK® Seventh Edition
- complete workbooks and reading materials on contracts administration
- Checklists for international contract management and contract negotiation skills
- Templates for contracts management professional designation documentation

## Course Agenda:

### Day 1: Introduction to International Commercial Contracts Management

- Overview of the Purchasing and Supply Management Profession Topic 1:
- Transitioning from Purchase Orders to Complete Contracts Topic 2:
- Contract Planning and Initiation Topic 3:
- Description of Requirements and Cost-Benefit Analysis Topic 4:
- Sourcing Options and Market Research Topic 5:
- RFI Solicitation and Evaluation Criteria Topic 6:
- Reflection on contract planning processes and preparation Reflection & Review:

### Day 2: Bid and Development Phases

- Procurement Bid Process and Rules Topic 1:
- Influence of Laws on the Bid Process Topic 2:
- Cost Identification and Applying Evaluation Criteria Topic 3:
- RFP Preparation, Content, and Management Topic 4:
- Contract Pricing Principles and Bid Evaluation Topic 5:
- Commercial Contract Types and Overview Topic 6:
- Reflection on bid process and development strategies Reflection & Review:



### Day 3: Contract Negotiation and Terms Development

- Negotiation Overview and Objectives Topic 1: •
- Negotiation Styles, Strategies, and Techniques Topic 2: •
- Tactics, Tricks, and Lessons Learned in Negotiation Topic 3: •
- Contract Terms and Conditions Overview CISG Drafting Guide Topic 4: •
- Partnerships, Alliances, Distributorships, and Consortia Topic 5: •
- IT Procurement Contracts and Performance-Based Contracts Topic 6: •
- Reflection on effective negotiation and contract terms Reflection & Review: •

### Day 4: Contract Administration and Advanced Topics

- Contract Administration Essentials Lecture 1 Topic 1: •
- Contract Administration Essentials Lecture 2 Topic 2: •
- Contract Administration Essentials Lecture 3 Topic 3: •
- Contract Administration Essentials Lecture 4 Topic 4: •
- Electronic Contracting and Risk Management Topic 5: •
- Outsourcing and International Contracting Topic 6: •
- Reflection on contract administration and risk management Reflection & Review: •

### Day 5: Advanced Contract Strategies and Real-World Applications

- Advanced Risk Management in International Contracts Topic 1: •
- Dispute Resolution and Legal Considerations in Global Contracts Topic 2: •
- Strategic Supplier Relationship Management Topic 3: •
- Contract Renewal, Extensions, and Exit Strategies Topic 4: •
- Case Studies: Successful International Contract Management Topic 5: •
- Real-World Contract Negotiation Simulations and Feedback Topic 6: •
- Reflection on advanced strategies and real-world applications Reflection & Review: •

### How This Course is Different from Other CICCM Courses:

The course offers a complete, interactive learning experience with a focus on real-world applications. Unlike other programs, this course gives participants access to the Contract Management Body of Knowledge CMBOK® Seventh Edition, ensuring they have the most current resources in contract management certification. With an emphasis on strategic supplier contract management and global contracts management, participants will acquire the skills and knowledge to navigate the complexities of international contracts. Additionally, the course integrates advanced commercial contracts management techniques and includes CICCM Certification Exam Prep, preparing participants for success in the professional world.



## فئات الدورات التدريبية



HR TRAINING &  
DEVELOPMENT

دورات إدارة و تطوير الموارد البشرية



دورات إدارة و تحليل البيانات ودورات علم  
البيانات



دورات إدارة الجودة وتطوير العمليات



الدورات التدريبية في مجال البيئة والاستدامة



دورات التسويق وإدارة علاقات العملاء وإدارة  
المبيعات



دورات التدريب القانوني والمشتريات  
والتعاقدات



دورات الاتصال الجماهيري و السياسات  
والعلاقات العامة



دورات النظم السيبراني ودورات تقنية  
المعلومات



دورات الصيانة ودورات المجالات الهندسية  
المتنوعة



دورات الصحة والسلامة والأمن المهني



دورات السكرتارية و إدارة المكاتب



دورات الحوكمة وإدارة المخاطر والامتثال



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## فئات الدورات التدريبية



دورات معتمدة من قبل هيئات دولية



دورات في مجالات القيادة والإدارة



دورات المهارات الشخصية وتطوير الذات



دورات المحاسبة و التمويل و دورات الإدارة  
المالية



دورات مكتب إدارة المشاريع وإدارة المشاريع  
الرشيقة

## مدن التدريب



اسطنبول - تركيا



أمستردام - هولندا



أنقرة - تركيا



أثينا - اليونان



الرياض - المملكة العربية السعودية



الدوحة - قطر



الدار البيضاء - المغرب



الجبيل - المملكة العربية السعودية



باريس - فرنسا



المنامة - مملكة البحرين



الكويت - الكويت



القاهرة - مصر



براغ - جمهورية التشيك



بانكوك - تايلاند



بالي - جمهورية إندونيسيا



باكو - أذربيجان

## مدن التدريب



جاكرتا - جمهورية اندونيسيا



تيليسي - جورجيا



بوكيت - تايلاند



برشلونة - اسبانيا



روما - ايطاليا



دبي - الامارات العربية المتحدة



جوهانسبرغ - جنوب افريقيا



جنيف - سويسرا



شهر الشيخ - مصر



سيول - كوريا الجنوبية



سان دييغو - الولايات المتحدة  
الامريكية



زنبار - تنزانيا



طوكيو - اليابان



طشقند - اوزبكستان



طرابزون - تركيا



شيكاغو - الولايات المتحدة  
الامريكية

## مدن التدريب



كوالالمبور - ماليزيا



فيينا - النمسا



عن بعد - منصة زووم



عمان - المملكة الأردنية الهاشمية



ماربيا - اسبانيا



لندن - المملكة المتحدة



لانكاوي - ماليزيا



كيب تاون - جنوب إفريقيا



ميلان - إيطاليا



مونترال - سويسرا



مسقط - سلطنة عمان



مدريد - إسبانيا



نيس - فرنسا



نيروبي - كينيا



ميونخ - ألمانيا

# WHO WE ARE

Agile Leaders is a renowned training center with a team of experienced experts in vocational training and development. With 20 years of industry experience, we are committed to helping executives and managers replace traditional practices with more effective and agile approaches.

## OUR VISION

We aspire to be the top choice training provider for organizations seeking to embrace agile business practices. As we progress towards our vision, our focus becomes increasingly customer-centric and agile.

## OUR MISSION

We are dedicated to developing value-adding, customer-centric agile training courses that deliver a clear return on investment. Guided by our core agile values, we ensure our training is actionable and impactful.


## WHAT DO WE OFFER

At Agile Leaders, we offer agile, bite-sized training courses that provide a real-life return on investment. Our courses focus on enhancing knowledge, improving skills, and changing attitudes. We achieve this through engaging and interactive training techniques, including Q&As, live discussions, games, and puzzles.



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