

Contract Management and Commercial Awareness

Two-Day In-House Programme | On-site and In-Person

Understand the contract. Control the risk. Improve the result.

Most contracts do not fail because of legal loopholes.

They fail due to poor decisions, weak controls, and limited commercial awareness.

This two-day training event equips managers and professionals with the insight, discipline, and confidence to proactively manage contracts, protecting value, reducing risk, and improving outcomes.

Why Run This Course?

This programme replaces guesswork with commercial discipline. It helps your people spot risk early, make better decisions, and protect value throughout the contract lifecycle. The result is stronger control, fewer surprises, and measurable financial improvement.

What This Course Delivers

By the end of the programme, participants will be able to:

- Understand how contracts really make—or lose—money
- Identify commercial risks before they become disputes
- Manage variations, scope changes, and suppliers with confidence
- Use KPIs and financial data to track contract performance
- Apply commercial judgement to everyday operational decisions
- Work more effectively with legal, finance, and procurement teams

Organisational Benefits

- Improved contract profitability and cost control
- Reduced risk exposure and fewer disputes
- Stronger governance and consistency
- Better supplier and stakeholder relationships

Personal Benefits

- Confidence in commercial and financial discussions
- Practical tools for managing contracts and risk
- Stronger authority in reviews and negotiations
- A clearer understanding of obligations and opportunities



Programme Highlights

Commercial Awareness in Practice

- What “commercial” really means in day-to-day roles
- How small decisions drive cost, margin, and risk

Contract Performance and Control

- Defining success beyond contract signature
- KPIs, governance, and supplier performance management

Stakeholders and Relationships

- Mapping influence and priorities
- Running effective contract review meetings
- Record-keeping as a commercial safeguard

Change, Variation, and Scope Creep

- Why scope creep happens
- How to control change without damaging relationships

Risk and Dispute Prevention

- Identifying and prioritising contract risks
- Using risk registers effectively
- Preventing disputes through early action

Finance for Contract Managers

- Understanding CapEx, OPEX, ROI, and cash flow
- Linking financial performance to contract decisions
- Spotting value and commercial opportunities

Legal Essentials

- Key clauses explained clearly
- Liability, indemnities, termination, and compliance
- Working confidently with legal teams

Action Planning

- Turning learning into practical next steps
- Personal commercial action plans

Format

- Two days
- Onsite, in-person delivery
- Highly practical and business-focused
- Real contract examples and case discussions
- Delivered by **Graham Roberts-Phelps**