

**CERTIFIED
INTERNATIONAL
COMMERCIAL CONTRACTS
MANAGER (CICCM)**



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TRAINING CENTER



Introduction

The realm of international commerce is intricate and demands a deep understanding of contract law and management. This complexity underscores the critical role of contract managers in safeguarding organizational interests and ensuring successful business ventures. Gentex Training Center presents the "Certified International Commercial Contracts Manager (CICCM)" course, a comprehensive program designed to equip professionals with the essential knowledge and skills to excel in this dynamic field. This five-day intensive course delves into the intricacies of international commercial contracts, from negotiation and drafting to execution and management. Participants will gain a robust understanding of legal frameworks, risk mitigation strategies, and best practices to navigate the complexities of global business.

Certified International Commercial Contracts Manager (CICCM) Course Objectives:

- Develop a comprehensive understanding of international contract law principles.
- Master the art of contract negotiation and drafting.
- Implement effective contract management strategies.
- Identify and mitigate potential risks in international contracts.
- Apply contract performance management techniques.
- Resolve contract disputes efficiently.

Course Methodology

The CICCM course employs a practical and interactive approach, combining theoretical knowledge with real-world case studies. Expert instructors with extensive industry experience will facilitate discussions, workshops, and simulations to create an engaging learning environment.





Who Should Take This Course

- Procurement and supply chain managers
- Legal professionals
- Business development managers
- Project managers
- Individuals involved in international trade

Certified International Commercial Contracts Manager (CICCM) Course Outline:

Day 1: Foundations of International Commercial Contracts

- Introduction to international contract law
- Key legal principles governing international contracts
- Contract formation and essential elements
- Cross-cultural negotiation and communication

Day 2: Contract Drafting and Negotiation

- Contract structure and organization
- Effective contract language and terminology
- Negotiation strategies and tactics
- Risk assessment and allocation in contracts



Day 3: Contract Performance Management

- Contract administration and compliance
- Change management and contract modifications
- Dispute resolution mechanisms
- Contract termination and closure

Day 4: Advanced Contract Topics

- International trade contracts (e.g., FOB, CIF, DDP)
- Intellectual property protection in contracts
- Government contracts and regulations
- Force majeure and frustration of contract

Day 5: Emerging Trends and Best Practices

- Digital contracts and electronic signatures
- Contract management software and tools
- Sustainable procurement and green contracts
- Continuous improvement in contract management

Conclusion

By successfully completing the CICC course, participants will acquire the knowledge and skills necessary to excel in international contract management. This comprehensive program empowers professionals to mitigate risks, optimize contract performance, and contribute to their organization's overall success. Gentex Training Center is dedicated to providing exceptional training solutions that address the evolving needs of the global business landscape.



FAQs

Q1 What is the "Certified International Commercial Contracts Manager (CICCM)" course about?

The Certified International Commercial Contracts Manager (CICCM) course focuses on the management of international commercial contracts from formation and drafting through negotiation, execution, performance, and closure. It covers international contract law, risk mitigation, dispute resolution, cross-cultural communication, trade contracts, digital contracts, and contract management best practices.

Q2 What are the key benefits of the "Certified International Commercial Contracts Manager (CICCM)" course?

The course develops the ability to manage international contracts effectively, mitigate contractual risks, improve contract performance, and resolve disputes efficiently. Participants also gain practical knowledge of international trade contracts, intellectual property protection, digital contracting, electronic signatures, and emerging contract management practices.



Q3 What skills will I gain from the "Certified International Commercial Contracts Manager (CICCM)" course?

Participants will develop International Contract Law, Contract Drafting and Negotiation, Contract Risk Management, and Contract Performance Management skills. These capabilities support effective contract formation, negotiation, risk assessment and allocation, compliance, performance monitoring, contract modifications, dispute resolution, termination, and closure.

Q4 What tools, methods, or standards are covered in the "Certified International Commercial Contracts Manager (CICCM)" course?

The course covers international trade contract terms including FOB, CIF, and DDP, as well as digital contracts, electronic signatures, contract management software and tools, risk assessment and allocation methods, dispute resolution mechanisms, and contract administration and compliance practices.

Q5 How is the "Certified International Commercial Contracts Manager (CICCM)" course applied in real-world practice?

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The course applies international contract management through real-world case studies, workshops, discussions, and simulations. Participants practice drafting and negotiating contracts, assessing risks, managing performance and changes, addressing disputes, handling termination, and applying trade, intellectual property, digital contracting, and compliance concepts.

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