

CERTIFIED INTERNATIONAL CONTRACTS MANAGER (CICM)



GENTEX[®]

TRAINING CENTER



Introduction

Contracts play a crucial role in business transactions, ensuring that agreements between parties are legally binding, enforceable, and mutually beneficial. Understanding how to manage contracts effectively is essential for professionals working in procurement, legal departments, project management, and vendor relations.

The Certified International Contracts Manager (CICM) course, provided by Gentex Training Center, equips participants with the necessary skills and knowledge to manage contracts efficiently and mitigate potential risks. This five-day training program covers contract lifecycle management, negotiation strategies, dispute resolution, and best practices in international contract management. By mastering these concepts, participants will enhance their ability to create, negotiate, and oversee contracts effectively, ensuring compliance with legal and business requirements.

Certified International Contracts Manager (CICM) Course Objectives

- Understand key principles of contract law and their application in an international business environment.
- Identify various types of contracts and their specific legal and operational implications.
- Develop effective contract negotiation strategies to achieve favorable outcomes.
- Learn techniques for drafting clear, enforceable, and comprehensive contracts.
- Explore risk assessment methodologies to prevent contractual disputes and financial losses.
- Understand dispute resolution mechanisms, including mediation and arbitration.
- Improve contract administration and compliance monitoring.
- Gain insights into ethical considerations and regulatory frameworks affecting contracts.
- Enhance their ability to manage vendor and supplier relationships efficiently.

LEARN BOLD. LEAD BEYOND

GENTEX Training Center LLC | Orlando - FL, USA
Info@gentextraining.com



- Apply best practices in contract lifecycle management, from initiation to closure.

Course Methodology

- Case studies and real-world contract examples
- Group discussions and problem-solving exercises
- Role-playing simulations for contract negotiations
- Legal and regulatory framework analysis
- Practical contract drafting exercises

Who Should Take This Course

- Contract Managers
- Procurement Officers
- Legal Advisors
- Project Managers
- Vendor and Supplier Managers
- Compliance Officers
- Business Development Executives
- Finance and Risk Management Professionals

Certified International Contracts Manager (CICM) Course Outline

Day 1: Fundamentals of Contract Management

- Introduction to contract law and principles
- Key elements of a legally binding contract



LEARN BOLD. LEAD BEYOND

GENTEX Training Center LLC | Orlando - FL, USA
Info@gentextraining.com



- Different types of contracts in business operations
- Roles and responsibilities of contract managers
- Overview of international contract standards

Day 2: Contract Drafting and Negotiation Techniques

- Essential clauses and terms in contracts
- Best practices for drafting clear and enforceable contracts
- Negotiation strategies and techniques for successful agreements
- Identifying and mitigating contractual risks
- Cultural and legal considerations in international negotiations

Day 3: Contract Execution and Risk Management

- Contract implementation and performance monitoring
- Risk assessment and mitigation in contract execution
- Common contractual disputes and their resolutions
- Managing contract modifications and amendments
- Legal implications of breach of contract and penalties

Day 4: Dispute Resolution and Compliance

- Understanding dispute resolution methods: litigation, mediation, and arbitration
- Case studies on contract disputes and resolutions
- Compliance requirements in contract management
- Ethical considerations and regulatory frameworks
- Best practices for contract governance and compliance monitoring





Day 5: Advanced Contract Management and Best Practices

- Contract lifecycle management strategies
- Vendor and supplier management best practices
- Performance evaluation and continuous improvement in contract management
- Emerging trends and future developments in contract management
- Final case study and group discussion

Conclusion

By successfully completing the Certified International Contracts Manager (CICM) course with Gentex Training Center, participants will gain in-depth knowledge and practical expertise in contract management. This program will empower professionals to develop, negotiate, and oversee contracts effectively, ensuring compliance with legal standards and business objectives. With enhanced skills in risk management and dispute resolution, attendees will be well-equipped to manage contractual obligations efficiently and contribute to the success of their organizations.