CONTRACT AND TENDER MANAGEMENT IN INTERNATIONAL PROJECTS



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Introduction

Contract and Tender Management in International Projects examines how organizations run tendering and administer contracts across borders, currencies, and legal systems. This Training Course covers international tender design, cross-border contract structures, risk allocation, and multi-jurisdiction administration. Participants study FIDIC and NEC4 forms, Incoterms 2020, CISG, ICC arbitration rules, and currency and indexation clauses. Furthermore, the programme connects doctrine to practice through international tender labs, currency risk exercises, and cross-border dispute simulations. As a result, delegates leave able to award and administer international contracts that hold under different legal and commercial conditions.

Contract and Tender Management in International Projects Course Objectives

- Define international tendering and cross-border contracting.
- Select tender routes fit for international procurement rules.
- Draft invitations, specifications, and evaluation criteria for global bidders.
- Apply FIDIC, NEC4, and bespoke international contract conditions.
- Structure payment, currency, and Incoterms 2020 arrangements.
- Allocate risk through indemnities, liability caps, and force majeure clauses.
- Interpret governing law, jurisdiction, and CISG considerations.
- Manage export controls, sanctions, and anti-bribery compliance.
- Administer international contracts and control variations and claims.
- Resolve cross-border disputes through arbitration and alternative routes.

Course Methodology

- Interactive workshops using real international tender and contract files.

- Cross-border contract structure and clause analysis labs.
- Currency and indexation modelling exercises.
- International bid evaluation and award simulation.
- Dispute resolution and arbitration simulation.
- Action planning that converts each session into a workplace commitment.

Who Should Take This Course

- Procurement and contracts managers in international projects.
- Commercial and bid managers.
- Legal counsel and contracts advisors.
- Project and programme managers.
- Quantity surveyors and cost engineers.
- Export control and compliance officers.
- Finance professionals managing cross-border payments.

Contract and Tender Management in International Projects Course Outlines

Day 1: International Tendering Frameworks

- The international tender cycle from requirement to award.
- Tender routes: open, restricted, negotiated, and framework.
- Multilateral and donor procurement rules (World Bank, EBRD, AfDB).
- Cross-border legal systems and procurement frameworks.
- Market engagement and international supplier research.
- Governance, approvals, and conflict-of-interest controls.

- Ethics, anti-bribery, and sanctions screening.

Day 2: International Contract Structures

- FIDIC, NEC4, and bespoke international contract conditions.
- Contract architecture with recitals, definitions, and schedules.
- Governing law, jurisdiction, and dispute resolution clauses.
- CISG and cross-border sale considerations.
- Language, translation, and interpretation clauses.
- Performance security, bonds, and advance payment guarantees.
- Parent company guarantees and corporate support.

Day 3: Payments, Currency, and Risk Allocation

- Currency selection and exchange rate risk management.
- Indexation, escalation, and price adjustment clauses.
- Incoterms 2020 and delivery responsibility allocation.
- Payment terms, letters of credit, and documentary collections.
- Transfer pricing and withholding tax considerations.
- Indemnities, liability caps, and consequential loss exclusions.
- Force majeure, hardship, and change in law provisions.

Day 4: Bid Evaluation and Award in International Tenders

- Evaluation criteria and weighted scoring for global bids.
- Total cost of ownership including logistics, duty, and currency.
- Technical compliance and standards equivalence assessment.

- Clarifications, negotiations, and best-and-final offer stages.
- Export control, sanctions, and end-user compliance checks.
- Award governance and international notification practice.
- Debriefing, challenge handling, and audit trails.

Day 5: Contract Administration and Dispute Resolution

- Obligation registers and cross-border notice management.
- Variation and claim control in international projects.
- Performance monitoring and KPI frameworks.
- ICC, LCIA, and DIAC arbitration under cross-border contracts.
- Enforcement of arbitral awards under the New York Convention.
- Mediation, expert determination, and dispute boards.
- Personal action plan and continuous improvement.

Conclusion

By successfully completing Contract and Tender Management in International Projects, participants will have acquired a practical command of international tender design, cross-border contract structures, currency and payment mechanisms, risk allocation, and dispute resolution. They will know how to run tenders that meet multilateral rules, structure contracts that survive currency and legal difference, and manage disputes across jurisdictions. In addition, the course prepares delegates to control compliance exposure on export, sanctions, and anti-bribery matters. As a result, they return to work ready to manage international contracts with structure and legal discipline. Gentex Training Center delivers this Training Course with a practical, standards-based approach.

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FAQs for the Contract and Tender Management in International Projects course

Q1 What is the "Contract and Tender Management in International Projects" course about?

It is a five-day programme that covers tendering and contract administration across borders. It covers international tender routes and rules, FIDIC and NEC4 conditions, governing law and jurisdiction, currency and Incoterms arrangements, bid evaluation, export control and sanctions compliance, contract administration, and cross-border dispute resolution.

Q2 What are the key benefits of the "Contract and Tender Management in International Projects" course?

Participants gain the ability to run international tenders that satisfy multilateral and donor rules, structure contracts that manage currency and legal-system differences, and evaluate global bids on total cost including logistics and duty. They also learn to control export, sanctions, and anti-bribery exposure and to handle cross-border disputes through arbitration.

Q3 What skills will I gain from the "Contract and Tender Management in International Projects" course?

International tender design with multilateral and donor rule compliance, cross-border contract structuring with FIDIC, NEC4, and governing law selection, currency and payment risk management with Incoterms 2020 application, and international contract administration with arbitration and award enforcement.

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Q4 What tools, methods, or standards are covered in the "Contract and Tender Management in International Projects" course?

The course covers the international tender cycle, open, restricted, negotiated and framework tender routes, World Bank, EBRD and AfDB procurement rules, FIDIC, NEC4 and bespoke international contract conditions, contract architecture with recitals, definitions and schedules, governing law and jurisdiction clauses, CISG cross-border sale considerations, language and interpretation clauses, performance security, bonds and advance payment guarantees, parent company guarantees, currency selection and exchange rate risk management, indexation and price adjustment clauses, Incoterms 2020, letters of credit and documentary collections, transfer pricing and withholding tax considerations, indemnity and liability cap drafting, consequential loss exclusions, force majeure, hardship and change in law provisions, weighted evaluation criteria for global bids, total cost of ownership including logistics, duty and currency, standards equivalence assessment, clarification and best-and-final offer procedures, export control, sanctions and end-user compliance checks, obligation registers and cross-border notice management, ICC, LCIA and DIAC arbitration rules, enforcement of awards under the New York Convention, mediation, expert determination and dispute board procedures, and KPI frameworks for international performance monitoring.

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Q5 How is the "Contract and Tender Management in International Projects" course applied in real-world practice?

Delegates apply it through international tender documents, specifications, evaluation models, currency risk analyses, Incoterms schedules, letters of credit instructions, contract documents, governing law and arbitration clauses, obligation registers, notice logs, variation orders, export licence checks, sanctions screening records, claim files, arbitration submissions, and enforcement applications. They also use it to brief international partners and to prepare tender and contract files for audit and multilateral review.