

Certified International Commercial Contract Manager (CICCM)

Best practices in negotiating, drafting, and managing contract that meets the challenges of today's commercial environment

27 – 29 September 2021

This is an **interactive Virtual Instructor-Led Training (VILT)**. Kindly ensure you have a working Webcam and Headset with Microphone.

- ✓ Strictly limited number of seats to ensure maximum learning and experience for all delegates
- ✓ Thorough and customised program to address current market concerns
- ✓ Provision of a digital certificate to participants at the end of the training

FREE TAKEAWAYS

Free International Purchasing and Supply Chain Management Institute (IPSCMI) **VIP Membership**

• **The benefits delegate will gain through this membership include:**

- Increase in personal professionalism, quality, knowledge and skill
- Receiving free periodic mailings of recent developed materials, articles and news reports

Soft copy of training materials will be sent to participants via email before or on the 1st day of training.

MAJOR BENEFITS OF ATTENDING

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

- **DEVELOP** global contracting plans stemming from organizational goals
- **EXAMINE** the different methods of procurement available in global sourcing and contracting
- **GAIN** insights into the different laws governing contracts with offshore suppliers (CISG and Domestic Contract Law)
- **EXPLAIN** the various customs laws, regulations, and tariffs and how they affect the international contracting process
- **MASTER** the documentation required in international trade
- **LEARN** how global negotiations differ from domestic negotiations
- **DISCUSS** how different business customs and courtesies of key nationalities affect the offshore contracting process