

# CICCM

## Certified International Commercial Contract Manager (CICCM)

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

**5 - 7 August 2024**

9.00am - 5.00pm | GMT+8



**Concorde Hotel**

**Kuala Lumpur, Malaysia**

## WHY YOU SHOULD ATTEND

This certified training provides the fundamental competencies required by the participants when drafting, reviewing, and negotiating commercial agreements. This training includes guidance on the structure and format of commercial contracts and highlights the importance of using clear and concise language when drafting commercial agreements.

By being certified, participants will also be able to increase their personal professionalism and be established as a valuable member of their organization's contracting team.

## MAJOR BENEFITS

By end of this course, delegates will be able to: -

- **DEMONSTRATE** a basic understanding of contract administration concepts
- **APPLY** a type of contract appropriate to the contracting situation
- **ASSURE** that the purchasing organization fulfil its part of buyer-supplier agreement
- **ASSURE** that the supplier's progress and performance comply with the contract
- **RESOLVE** any problems that may arise during the life of the contract (this protects the purchasing organization's interests)
- **ASCERTAIN** when contract changes are necessary, negotiate fair adjustments, and determine whether increased costs of performance should be borne by the supplier
- **KEEP** complete and accurate records and documentation pertaining to the contract
- **KNOW** the Law of Contract principles relating to the formation of contracts
- **GAIN** a better understanding of what a contract is and be in a secure position when negotiating a contract

## 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

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