



## London TDM

# Procurement and Supply Chain Management Training Courses

## **Course Venue: Malaysia - Kuala Lumpur**

**Course Date:** From 01 February 2026 To 05 February 2026

**Course Place:** Royale Chullan Hotel

**Course Fees:** 6,000 USD

## Introduction

This comprehensive 5-day course is designed to provide professionals with a deep understanding of the legal aspects surrounding procurement contracts. Participants will gain insights into the intricacies of contract law as it applies to procurement, equipping them with the knowledge and skills needed to navigate and manage these contracts effectively.

## Objectives

- Understand the fundamental principles of contract law in procurement.
- Identify and analyze key terms and conditions in procurement contracts.
- Recognize legal risks and how to mitigate them in procurement processes.
- Enhance negotiation skills to better manage procurement contracts.
- Stay informed about recent legal developments affecting procurement contracts.

## Course Outlines

### Day 1: Introduction to Legal Framework in Procurement

- Overview of procurement laws and regulations
- Understanding contract law basics
- The role of procurement in an organization
- Key parties involved in procurement contracts
- Types of procurement contracts

### Day 2: Drafting and Reviewing Procurement Contracts

- Essential elements of a valid contract
- Analyzing contract terms and conditions
- Drafting clear and enforceable contract clauses
- Common pitfalls in contract drafting
- Legal review and due diligence

### Day 3: Managing Risks and Liabilities

- Identifying potential risks in procurement contracts
- Allocating risk through contract terms
- Liability clauses and their implications
- Strategies for risk mitigation
- Case studies on risk management

### Day 4: Negotiation Skills for Procurement Professionals

- Principles of effective negotiation
- Preparation and planning for negotiations
- Tactics and strategies for contract negotiations
- Role-play activities and simulations
- Overcoming negotiation challenges

## **Day 5: Current Trends and Legal Developments**

- Recent changes in procurement legislation
- Impact of technology on procurement contracts
- Sustainability and ethical considerations in procurement
- Global considerations and international procurement
- Future trends in procurement law