MERCURY

Artificial Intelligence (AI) in Contract Management

28 February – 4 March 2027
Cairo (Egypt)



Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

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Introduction

Artificial Intelligence is transforming contract management by improving accuracy, speeding up review cycles, and enhancing risk visibility across organizations. This course provides a comprehensive foundation on how AI technologies streamline contract lifecycle management, automate repetitive tasks, and strengthen decision-making. It explores applications such as contract analytics, intelligent drafting, automated compliance monitoring, and predictive risk assessment. Participants will learn how AI-driven tools increase efficiency and reduce operational and legal exposure. The program also highlights best practices for integrating AI within contract workflows and governance frameworks. By the end of this course, learners will gain clarity on how modern contract management systems leverage AI for strategic impact.

Targeted Groups

This Artificial Intelligence AI in Contract Management course targets professionals seeking specialized knowledge and skills:

- Contract managers seeking digital transformation skills.
- Legal officers are improving the efficiency of contract review.
- Procurement staff managing high-volume agreements.
- Compliance officers tracking contractual risks.
- Project managers supervise contract execution.
- Operations teams are involved in vendor management.
- Business analysts exploring AI-driven contract insights.
- Professionals are shifting toward automated contract processes.

Course Objectives

Participants will achieve the following objectives by completing the Artificial Intelligence AI in Contract Management course:

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- Understand how AI enhances contract lifecycle management.
- Identify areas where automation reduces contract processing time.
- Analyze contract risks using AI-driven predictive insights.
- Improve accuracy in drafting and reviewing agreements.
- Apply AI tools to structure, categorize, and extract contract data.
- Strengthen compliance monitoring through automated alerts.
- Evaluate AI-based platforms for organizational integration.
- Implement AI-supported workflows to support strategic decision-making.
- Enhance operational efficiency and contract quality.
- Support organizational governance through AI-enabled transparency.

Targeted Competencies

Participants will gain the following competencies during the program:

- Ability to use AI tools for contract analysis.
- Skill in automating key stages of contract review.
- Competence in identifying and mitigating contractual risks.
- Capacity to manage digital contract workflows.
- Enhanced understanding of AI-supported negotiation insights.
- Precision in legal and commercial data extraction.
- Ability to streamline compliance and audit activities.
- Improved decision-making through contract intelligence.

Studying Scenarios

In this training, participants will develop their skills through the analysis of the following scenarios:

- Automating review processes for high-volume contracts.
- Using AI tools to identify risk clauses in supplier agreements.
- Extracting key terms from complex legal documents.
- Applying predictive analytics to assess contract performance.
- Monitoring compliance through automated contract alerts.
- Comparing AI-assisted drafting with manual drafting steps.
- Enhancing negotiation outcomes using AI-driven insights.

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Course Content

Unit 1: Foundations of AI in Contract Management

- Overview of AI concepts in digital contract operations.
- How machine learning improves contract lifecycle efficiency.
- Understanding natural language processing in clause analysis.
- AI tools for contract drafting, review, and classification.
- Key challenges in transitioning to AI-enabled contract systems.
- Data requirements for AI-supported contract intelligence.
- Legal and operational implications of automated contract workflows.
- Assessing the readiness of an organization for AI adoption.

Unit 2: Contract Data Analytics and Intelligent Automation

- Role of contract analytics in identifying trends and risks.
- Methods for extracting structured data from legal documents.
- Automation of approval workflows using AI platforms.
- Evaluating clause libraries enhanced by AI insights.
- Enhancing version control through automated tracking.
- Using AI for anomaly detection in agreements.
- Integrating analytics dashboards for contract performance monitoring.
- Building automated templates for recurring contract types.

Unit 3: AI-Driven Risk Assessment and Compliance Management

- Identifying common contractual risks through AI analysis.
- Using predictive models to evaluate contract failure risk.
- Real-time compliance monitoring using automated alerts.
- Mapping contractual obligations with AI-supported tools.
- Automated detection of deviation from standard terms.
- Linking contract risks to project or operational risks.
- Strengthening audit readiness with AI-generated reports.
- Ensuring regulatory alignment through AI-driven insights.

Unit 4: AI Applications in Drafting, Negotiation & Decision Support

- AI-assisted drafting for precision and consistency.
- Tools that provide negotiation recommendations based on past data.
- Assessing financial, legal, and operational terms through AI scoring.
- Simulating negotiation outcomes using predictive analysis.
- Improving decision-making using intelligent contract dashboards.
- Reducing human error through automated clause selection.
- Enhancing collaboration between legal and procurement teams.
- Understanding ethical considerations in AI-supported negotiation.

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Unit 5: Implementing AI Solutions in Contract Management Systems

- Steps for selecting the right AI contract management software.
- Integration with ERP, CRM, and procurement systems.
- Governance frameworks to support AI-enabled contract operations.
- Change management practices for digital contract transformation.
- Evaluating system performance using AI adoption metrics.
- Training teams to operate AI-based contract tools.
- Ensuring data security and confidentiality in automated systems.
- Scaling AI solutions across multiple departments.

Final Insights & Key Takeaways

AI is transforming contract management by automating processes, improving risk visibility, and strengthening compliance across the contract lifecycle. Organizations adopting AI-driven contract solutions achieve faster execution, greater accuracy, and better decision-making.