MERCURY

Contracting and Contract Drafting Processes: World Bank Side

31 May – 4 June 2027
Dar es Salaam (Tanzania)



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

Contracting and Contract Drafting Processes: World Bank Side

Ref: 16377_1070623 **Date:** 31 May – 4 June 2027 **Location:** Dar es Salaam (Tanzania) **Fees:** 5300 Euro

Introduction:

This Contracting and Contract Drafting Processes: World Bank Side course provides professionals with an in-depth understanding of contracting and contract drafting processes within the framework of World Bank-funded projects. Participants will delve into the intricacies of procurement procedures, focusing on the development and management of contracts from initiation through to completion. The curriculum emphasizes the application of World Bank procurement policies, ensuring compliance and fostering transparency in contract execution.

Through practical scenarios and case studies, learners will gain insights into the challenges and best practices associated with contract management in international development projects. The Contracting and Contract Drafting Processes: World Bank Side program equips professionals with the skills to navigate the complexities of contract drafting and management, contributing to the successful implementation of World Bank projects. Participants will be proficient in drafting, negotiating, and managing contracts that align with World Bank standards and objectives.

Targeted Groups:

This "Contracting and Contract Drafting Processes: World Bank Side" training targets professionals seeking specialized knowledge and skills:

- Procurement officers involved in World Bank-funded projects.
- Contract managers oversee project agreements.
- Legal advisors specializing in international contracts.
- Project managers coordinating development initiatives.
- Financial analysts assessing contract compliance.
- Consultants advising on procurement strategies.
- Auditors evaluating contract execution.
- Suppliers engaging in World Bank tenders.

Course Objectives:

Participants will achieve the following objectives by completing the "Contracting and Contract Drafting Processes: World Bank Side" course:

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

- Understand the World Bank's procurement framework and policies.
- Develop skills in drafting clear and enforceable contracts.
- Apply best practices in contract negotiation and management.
- Ensure compliance with legal and regulatory requirements.
- Utilize tools for monitoring contract performance and deliverables.
- Identify and mitigate risks associated with contract execution.
- Foster transparency and accountability in contract processes.
- Enhance communication skills for effective stakeholder engagement.
- Adapt contract strategies to diverse project contexts.
- Evaluate contract outcomes to inform future procurement activities.

Targeted Competencies:

Participants will gain the following competencies during the Contracting and Contract Drafting Processes: World Bank Side program:

- Proficiency in interpreting World Bank procurement regulations.
- Ability to draft comprehensive and legally sound contracts.
- Skills in negotiating terms and conditions with stakeholders.
- Competence in managing contract execution and performance.
- Knowledge of risk assessment and mitigation strategies.
- Understanding of compliance and audit requirements.
- Capability to use contract management software and tools.
- Awareness of ethical considerations in contract dealings.
- Aptitude for resolving disputes and claims effectively.
- Capacity to evaluate contract success and areas for improvement.

Studying Scenarios:

In this Contracting and Contract Drafting Processes: World Bank Side training, participants will develop their skills through the analysis of the following scenarios:

- Drafting a contract for a construction project under World Bank guidelines.
- Negotiating terms with a supplier for the provision of goods and services.
- Managing contract amendments and variations during project implementation.
- Addressing performance issues and enforcing contract clauses.
- Conducting audits and reviews to ensure contract compliance.
- Resolving disputes and claims between contracting parties.
- Utilizing contract management software to monitor deliverables.
- Evaluating contract outcomes to inform future procurement strategies.

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

MERCURY

Course Content:

Unit 1: Introduction to World Bank Procurement:

- Overview of the World Bank's procurement policies and procedures.
- Understanding the principles of fairness, transparency, and competition.
- Roles and responsibilities of stakeholders in the procurement process.
- Procurement planning and strategy development.
- Market research and supplier engagement.
- Preparation of procurement documents and tendering processes.
- Evaluation of bids and selection of contractors.
- Contract award and post-award procedures.

Unit 2: Contract Drafting and Negotiation:

- Key components of a World Bank contract.
- Legal considerations in contract drafting.
- Negotiation techniques and strategies.
- Incorporating risk management clauses.
- Ensuring compliance with environmental and social safeguards.
- Dispute resolution mechanisms.
- Performance monitoring and reporting requirements.
- Amendments and variations to contract terms.

Unit 3: Contract Management and Implementation:

- Roles and responsibilities during contract implementation.
- Monitoring contract performance and deliverables.
- Managing contract variations and amendments.
- Addressing performance issues and enforcing contract terms.
- Utilizing contract management tools and software.
- Financial management and payment procedures.
- Communication and coordination with stakeholders.
- Reporting and documentation requirements.

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

Unit 4: Risk Management in Contracting:

- Identifying potential risks in contract execution.
- Assessing and evaluating risks.
- Developing risk mitigation strategies.
- Incorporating risk management clauses in contracts.
- Monitoring and reviewing risk factors during implementation.
- Responding to unforeseen risks and challenges.
- Legal implications of risk management.
- Case studies on risk management in World Bank projects.

Unit 5: Auditing and Compliance:

- Understanding audit processes in World Bank projects.
- Preparing for procurement audits and reviews.
- Common audit findings and red flags.
- Responding to audit findings and recommendations.
- Ensuring continuous improvement in procurement practices.
- Compliance with environmental and social safeguards.
- Documentation and record-keeping requirements.
- Case studies on audit outcomes in World Bank projects.

Final Insights & Key Takeaways:

This course equips professionals with the necessary skills to navigate the complexities of contracting and contract drafting within the World Bank framework. Participants will gain practical knowledge to ensure compliance, manage risks, and contribute to the successful implementation of development projects.