MERCURY

Government Contract Drafting, Negotiation & Strategic Project Management Master Program

17 – 28 May 2027
Rome (Italy)



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Ref: 121212_1071475 **Date:** 17 – 28 May 2027 **Location:** Rome (Italy) **Fees:** 11100 Euro

Introduction:

The Government Contract Drafting, Negotiation, and Strategic Project Management program equips professionals with essential skills to manage public-sector contracts effectively. This training explores legal frameworks, negotiation strategies, risk allocation, and project governance in government projects. Participants will learn drafting techniques, dispute resolution, and international negotiation practices.

Practical workshops and simulations provide hands-on experience in real-world scenarios. The Government Contract Drafting, Negotiation, and Strategic Project Management course emphasizes strategic planning, stakeholder management, and proactive contract oversight. Participants will navigate complex government agreements with confidence and precision.

Targeted Groups:

This Government Contract Drafting, Negotiation, and Strategic Project Management program targets professionals seeking specialized knowledge and skills:

- Government legal advisors and contract officers.
- Project managers in public-sector initiatives.
- Private-sector contractors working with government agencies.
- Procurement and compliance specialists.
- Legal consultants in telecom and infrastructure projects.
- Policy and regulatory officers.
- Professionals involved in cross-border government negotiations.

Course Objectives:

Participants will achieve the following objectives by completing the Government Contract Drafting, Negotiation, and Strategic Project Management course:

- Understand public-sector contracting frameworks.
- Learn legal and regulatory principles for government agreements.
- Master drafting enforceable, risk-aligned contracts.
- Develop negotiation strategies for domestic and international projects.
- Analyze and manage contract risks effectively.
- Apply project governance and monitoring frameworks.
- Handle disputes proactively through negotiation, mediation, and arbitration.
- Manage stakeholders and align internal and external interests.
- Conduct practical simulations reflecting real-world government projects.

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Targeted Competencies:

Participants will gain the following competencies during the Government Contract Drafting, Negotiation, and Strategic Project Management program:

- Drafting clear, enforceable government contracts.
- Allocating financial, legal, operational, and technical risks.
- Implementing regulatory compliance and monitoring mechanisms.
- Negotiating effectively with government and private stakeholders.
- Applying international negotiation protocols and cross-cultural strategies.
- Managing project schedules, KPIs, and evaluations.
- Avoiding disputes and resolving conflicts efficiently.
- Leading strategic government projects with stakeholder alignment.
- Conducting practical exercises in drafting, negotiation, and dispute resolution.

Studying Scenarios:

In this Government Contract Drafting, Negotiation, and Strategic Project Management training, participants will develop their skills through the analysis of the following scenarios:

- Drafting government contracts with critical clauses.
- Evaluating telecom and infrastructure project agreements.
- Allocating risks in high-value contracts.
- Managing the performance and compliance of contractors.
- Negotiating financial and technical disputes.
- Mediating and arbitrating conflicts in public projects.
- Conducting international negotiation simulations.
- Aligning government stakeholders and internal teams effectively.

Course Content:

Unit 1: Introduction to Government Contracting & Negotiation Systems:

- Understanding public-sector contracting.
- Roles of GNT, GTT, and supervisory committees.
- International best practices in government negotiations.

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Unit 2: Legal Fundamentals in Public Contracts:

- Core legal principles.
- Structure of government agreements.
- Regulatory compliance.
- Special considerations in telecom/infrastructure contracts.

Unit 3: Contract Drafting Principles & Techniques:

- Essential clauses.
- Terminology & definitions.
- Writing enforceable, clear, and risk-aligned contracts.

Unit 4: Advanced Contract Drafting Workshop Hands-on:

- Drafting key clauses: indemnity, liabilities, termination.
- Drafting amendments, addenda, deeds of settlement.
- Real-world exercises.

Unit 5: Risk Allocation & High-Risk Clauses:

- Financial, legal, operational, and technical risks.
- Allocating risk fairly in government-private sector agreements.
- Case: Telco contract risk failures worldwide examples.

Unit 6: Contract Management for Government Projects:

- Monitoring contractor performance.
- KPIs and compliance.
- Preventing contract failure through proactive management.

Unit 7: Dispute Avoidance & Early Warning Systems:

- Why disputes arise in government-private sector projects.
- Prevention strategies.
- Communication frameworks.

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Unit 8: Dispute Resolution for Government Projects:

- Mediation.
- Negotiation.
- Arbitration.
- Litigation.
- Case study: Telecom disputes settlement.

Unit 9: Negotiation Psychology & Strategy:

- How government teams negotiate vs private companies.
- Power, leverage, interests, BATNA.
- Cross-cultural negotiation.
- Persuasion and influence.

Unit 10: International Negotiation Advanced Techniques:

- Negotiating with multinational corporations.
- Negotiation protocol.
- Diplomatic communication.
- High-level simulations.

Unit 11: Stakeholder Management in Public Projects:

- Managing ministries, agencies, investors, and regulators.
- Internal alignment within the government.
- Handling political/environmental pressures.

Unit 12: Strategic Project Management:

- Project governance.
- Planning & scheduling.
- Risk integration.
- Monitoring & evaluation frameworks.

Unit 13: Practical Simulation: Telecom Sector Negotiation:

- Government team vs. private operator.
- Financial and technical dispute.
- Drafting resolution text.
- Negotiation roles: GNT, GTT, consultants, advisors.
- Delivering a settlement agreement draft.

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Unit 14: Capstone Workshop: Drafting & Negotiation Mastery:

- Group drafting of a mini contract.
- Group negotiation.
- Presentation of outcomes.
- Review & evaluation.
- Certificates ceremony.

Final Insights & Key Takeaways:

This program empowers participants to manage government contracts strategically and mitigate risks effectively. Graduates gain hands-on experience in negotiation, drafting, and dispute resolution for real-world public projects.