MERCURY

The Complete Course on Marine Contracts Management Certificate

11 – 15 April 2027
Istanbul (Turkey)



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The Complete Course on Marine Contracts Management Certificate

Ref: 15862_1083189 **Date:** 11 – 15 April 2027 **Location:** Istanbul (Turkey) **Fees:** 4900 Euro

Introduction:

The Complete Course on Marine Contracts Management Certificate equips professionals with the expertise required to excel in managing marine contracts. It provides in-depth knowledge of the contracts management system, focusing on creating, negotiating, and administering agreements specific to the maritime industry. Participants will explore key topics such as marine contract length, options, and industry-specific tools and solutions to optimize contract performance.

Participants will gain insights into legal frameworks, industry standards, and effective contract management tools by understanding contract management and leveraging best practices. Whether dealing with vessel charters, shipbuilding agreements, or offshore service contracts, this Marine Contracts Management Certificate training ensures that professionals can address complex challenges and foster successful partnerships.

The Marine Contracts Management Certificate program covers practical applications and innovative contract management solutions. It enables participants to mitigate risks, enhance compliance, and streamline marine contract processes. Participants receive a contract management certificate, which positions them as certified contract managers and offers them a competitive advantage in the maritime sector.

Targeted Groups:

- Contract administrators, contract professionals, and project coordinators.
- Specifiers, buyers, purchasing professionals, and procurement officers.
- Contracts managers and marine operations managers.
- Project managers overseeing marine and offshore projects.
- Engineers or contract operatives in the marine industry.
- Legal advisors and compliance officers involved in marine contracts.
- Logistics and supply chain professionals in maritime operations.
- Vessel chartering and shipbroking professionals.
- Financial analysts and budget controllers in marine projects.
- Senior executives and decision-makers in maritime organizations.

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Course Objectives:

Upon successful completion of this Marine Contracts Management Certificate course, participants will:

- Improve understanding of the role of contracts within a business context.
- Develop confidence in addressing and managing contracting issues effectively.
- Learn strategies to enhance commercial and operational outcomes.
- Incorporate international approaches to dispute resolution and risk mitigation.
- Heighten awareness of the practical use of contracts in daily business dealings.
- Master techniques for drafting, negotiating, and managing marine contracts.
- Understand key clauses, terms, and conditions in marine contracts.
- Gain insights into legal frameworks governing the marine industry.
- Analyze and manage contractual risks specific to maritime operations.
- Enhance skills in handling contract claims and variations.
- Apply best practices for contract administration and compliance monitoring.
- Develop tools for fostering successful contract relationships with stakeholders.
- Address challenges in contract termination and renewal processes.
- Strengthen negotiation skills tailored to marine contract scenarios.

Targeted Competencies:

The Marine Contracts Management Certificate course aims to develop the following competencies:

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- Strategic planning for contract management.
- Contract selection, drafting, and management.
- Instruction and management of legal counsel.
- Commercial management and financial acumen.
- Risk assessment, mitigation, and management.
- Proficient negotiation and communication skills.
- Dispute resolution and claims management.
- Contract performance monitoring and evaluation.
- Understanding of international maritime legal frameworks.
- Stakeholder management and relationship building.
- Decision-making under contract constraints.
- Contract compliance and regulatory adherence.
- Handling contract variations and amendments.
- Analytical skills for contract risk and cost implications.
- Effective reporting and documentation in contract management.

Course Content:

Unit 1: What are Contracts, and how are they Created:

- The necessity for contractual relationships in business.
- Essentials for formulating a valid contract, including ingredients and formalities.
- Delegation of authority and agency.
- Insights into the tender process.
- Alternative sourcing.
- Strategies for making contracts enforceable, focusing on international contexts.

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Unit 2: The Structure of Contracts:

- Understanding the form of agreement.
- The hierarchy of terms and conditions.
- Exploring different contractual structures.
- Traditional and modern new contract.
- Risk and Title ownership considerations in international trade and their transfer points.
- The importance of notices and other formalities.
- Selection of governing law and jurisdiction.

Unit 3: Collateral Documents:

- Securing performance obligations using supporting documents.
- Bonds and guarantees.
- Understanding parent company guarantees.
- The roles of letters of intent, comfort, or awareness.
- The significance of insurance policies.
- Evaluating financial security needs.

Unit 4: Change and Variation:

- The modification of contract documents.
- Assignment versus novation.
- Variation clauses and their relationship with the scope of work changes.
- Defining claims and their origination.
- Approaches to dealing with delay and disruption.
- Addressing force majeure scenarios.

Unit 5: Resolving Disputes:

- Methods of conflict avoidance and tiered dispute resolution clauses.
- The art of negotiation.
- Litigation procedures.
- The process of arbitration.
- Techniques like Mediation, ENE, and other emerging dispute resolution and management best practices.