MERCURY

Commercial Bidding, Claims and Dispute Resolution for Contracts Professionals

25 – 29 April 2027
Istanbul (Turkey)



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Commercial Bidding, Claims and Dispute Resolution for Contracts Professionals

Ref: 4104_293099 **Date:** 25 – 29 April 2027 **Location:** Istanbul (Turkey) **Fees:** 4900 Euro

Commercial Bidding, Claims and Dispute Resolution for Contracts Professionals is a 1-week course focused on commercial proposal structuring, budget alignment, claim substantiation, and dispute mitigation. Designed for procurement specialists, quantity surveyors, bid coordinators, and commercial contract administrators, this training equips you to defend organizational margins and enforce contract entitlements. You will complete the Commercial Bidding and Dispute Resolution Dossier. Mercury Training Center delivers this course.

About This Course

Contract margins deteriorate when tendering teams mishandle risk allocation or fail to document contractual variances systematically. To succeed in this course, you should already review commercial agreements and track contractor deliverables at work. You practice by constructing bid pricing hierarchies, quantifying delay compensation entitlements, and structuring settlement terms during simulated negotiations.

Who It Is For

- Professionals responsible for drafting tender packages, evaluating commercial bids, and negotiating contractual award values
- Specialists responsible for tracking contractor performance variations, assessing additional expense applications, and preserving contract baselines
- Officers responsible for commercial risk appraisal, progressive budget reconciliation, and milestone payment approvals
- Commercial leaders responsible for resolving contractual disagreements, managing formal disputes, and defending corporate financial positions

This course is not for entry-level procurement clerks needing basic purchasing tutorials, who are better served by an introductory supply administration course, nor for litigation attorneys seeking courtroom procedure instruction, who are better served by an advanced arbitration law seminar.

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Competencies You Will Build

- Commercial Tender Structuring: you establish bidding instructions, compensation structures, and valuation baselines that align contractor incentives with commercial milestones
- Feasibility Budget Reconciliation: you formulate preliminary expenditure estimates and reconcile progressive design estimates against capital spending boundaries
- Contingency Risk Valuation: you calculate quantitative exposure allowances and establish contingency margins to absorb commercial variance
- Claim Substantiation: you compile factual records, demonstrate contractual causation, and calculate financial entitlements for delay or disruption events
- Dispute Escalation Management: you direct structured dispute review proceedings and formulate negotiated settlement agreements to avoid litigation

What You Will Be Able to Do

By the end of the course you will be able to:

- From tender invitation files, establish contractor compensation models and milestone schedules of values that safeguard organizational cash flow
- Given multi-stage engineering schematics, calculate progressive budget estimates across preliminary programming and detailed developmental phases
- Using vendor expenditure records, evaluate alternative commercial offers to recommend contract awards balancing capital outlays and performance reliability
- From contemporary site logs and correspondence trails, compile detailed claim submission briefs that substantiate additional expense and duration entitlements
- Given active contractor counterclaims, structure tiered dispute escalation pathways and negotiated settlement frameworks that resolve contested entitlements

Course Content

Day 1: Commercial Scope Formulation and Tender Structuring

- Statement of Work Translation into Definitive Work Breakdown Structures
- Milestone Payment Frameworks and Schedules of Values Formulation
- Contract Compensation Models and Performance Incentive Mechanism Selection
- Bidding Process Governance and Bid Evaluation Matrix Development
- Commercial Baseline Development and Contract Risk Allocation Profiles

Day 2: Progressive Budget Estimation and Feasibility Verification

- Feasibility Budget Estimation Across Early Conceptual and Programming Phases
- Design Stage Reconciliation From Schematic Concepts to Detailed Specifications
- Comparative Economic Evaluation of Alternative Technical Execution Strategies
- Contingency Quantification and Residual Risk Financial Allowance Modeling
- Variance Calculation and Progressive Expenditure Limit Alignment

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Day 3: Execution Monitoring, Linear Progress, and Recovery Action

- Contractor Performance Milestone Tracking and Earned Value Baseline Measurement
- Productivity Output Assessment Using Linear Progress and Activity Velocity Charts
- Repetitive Task Sequencing and Production Line of Balance Buffers
- Acceleration Cost Tables and Crash Expenditure Point Determination
- Corrective Intervention Framing and Schedule of Values Adjustment

Day 4: Contractual Claim Formulation and Delay Quantification

- Notice of Claim Protocols and Contemporary Documentation Record Standards
- Cause and Effect Substantiation for Excusable and Compensable Disruptions
- Critical Path Float Allocation and Concurrency Impact Determination
- Direct and Indirect Financial Disruption Quantification Methodologies
- Contractor Counterclaim Evaluation and Defense Evidence Compilation

Day 5: Dispute Escalation, Negotiation, and Dossier Finalization

- Exercise Structuring Commercial Tender Evaluation Criteria on Infrastructure Packages
- Exercise Calculating Financial Exposure and Adjusting Progressive Budget Baselines
- Exercise Formulating Disruption Claim Quantifications From Disputed Site Records
- Tiered Dispute Escalation Pathways and Multi-Party Settlement Negotiations
- Finalizing the Commercial Bidding and Dispute Resolution Dossier

Case Studies and Exercises

The following are suggested activities used during the course.

- Case study: a commercial transport infrastructure expansion; you develop tender evaluation matrices, reconcile phased design estimates, and establish milestone payment frameworks.
- Case study: an industrial power plant modification facing supplier default; you calculate acceleration expenditures, evaluate crash cost options, and issue formal contract notifications.
- Exercise: an offshore energy installation encountering delayed site access; you assemble contemporary records, substantiate excusable delay entitlements, and draft disruption claim dossiers.
- Exercise: an urban utility construction program with contested variation accounts; you lead multi-party settlement negotiations to formalize commercial compromise agreements.

What You Take Back

You return with the Commercial Bidding and Dispute Resolution Dossier to implement immediately across upcoming tenders and ongoing agreements. In your first month back, you use it to evaluate incoming proposals, audit contractor variation submissions, and structure robust defense files against disputed claims.

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- Commercial tender evaluation checklist with risk-weighted scoring templates
- Progressive budget reconciliation workbook and contingency estimation calculator
- Standardized claim substantiation documentation register with causation validation forms
- Structured dispute negotiation roadmap and commercial settlement agreement templates

Quick Answers FAQ

What should I know before Commercial Bidding, Claims and Dispute Resolution for Contracts Professionals?

You should understand basic contract agreements, purchasing procedures, and project budget tracking. Experience reviewing commercial invoices, scope specifications, or contractor correspondences will help you complete the practical exercises and calculation models.

How does this course differ from general project management courses?

General project management courses address broad organizational leadership and scheduling theory over extended durations. This intensive 1-week course concentrates specifically on commercial bidding mechanics, capital budgeting, contractor claim substantiation, and dispute settlement.

How do contemporary records influence the outcome of commercial contract claims?

Contemporary records establish the factual timeline and direct causal link between an unexpected disruption event and incurred financial expenditure. Without verifiable contemporaneous documentation, contract claims inevitably fail during commercial dispute evaluation.

What work product do I take back from this course?

You take back the Commercial Bidding and Dispute Resolution Dossier, complete with your tender evaluation matrices, progressive budget reconciliations, and claim substantiation protocols ready for workplace application.

For Your Manager

This course equips the employee to structure defensible tender documentation, reconcile progressive engineering budgets, and resolve contractor claims before costly escalation. The participant returns with the Commercial Bidding and Dispute Resolution Dossier, deploying it immediately to strengthen commercial bidding rigor, safeguard financial capital, and settle contract entitlements efficiently across upcoming organizational procurement packages.