Garnet
Garnet Global Training Center

GGT-PM-134

Project & Contract Management

Commercial Management for Contractors

الإدارة التجارية للمقاولين

Duration	Language	Formats	Hours	Level
5 or 10 days	**English or Arabic**	**Classroom, online, in-house**	**35 / 70**	**Intermediate (management)**

Overview

Commercial Management for Contractors helps participants move from doing the work to managing it, with planning tools, control methods and reporting that management trusts. Deliver projects on time and budget, and manage contracts without losing value to disputes. Choose 5 or 10 days, classroom or live online, English or Arabic; organisations can also run it in-house and adapt the examples to their own work.

What you will be able to do

- Set up and run Commercial Management for Contractors as a managed process with clear roles.
- Manage contractors, suppliers and internal customers.
- Plan resources, budgets and schedules realistically.
- Define KPIs and build simple dashboards for management.
- Control risk, quality and compliance in this area.

Who should attend

Project managers, planners, cost engineers, contract and commercial professionals. It suits supervisors, section heads and specialists who manage, or are about to manage, this area.

Key topics

- Scope, schedule and cost baselines
- Risk registers and contingency
- Contract forms and obligations
- Change orders and claims
- Stakeholder reporting
- Tools: Primavera, MS Project, dashboards

Formats and fees

5-day classroom	**USD 4,750**
5-day online	**USD 2,950**
10-day classroom	**USD 8,950**
10-day online	**USD 5,450**
In-house	**Quotation per group**

Fees per participant, excluding VAT.

Register or ask

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Email: info@garnettrainings.com

Training: training@garnettrainings.com

Web: garnettrainings.com

Sharjah Publishing City Free Zone, Sharjah, UAE

Certificate

Participants who attend at least 90% of sessions and complete the final assessment receive a certificate of completion stating 35 contact hours (5-day) or 70 contact hours (10-day).

5-day outline

Day 1 Commercial Management for Contractors: the management framework

- Risk registers and contingency
- Group discussion and peer review

Day 2 Planning, resources and budgets

- Contract forms and obligations
- Change orders and claims

Day 3 Performance measurement and control

- Stakeholder reporting
- Measurement and reporting

Day 4 Risk, compliance and improvement

- Tools: Primavera, MS Project, dashboards
- Hands-on workshop on a workplace challenge

Day 5 Management case study and action plan

- Scope, schedule and cost baselines
- Common mistakes and how to avoid them

10-day outline

Day 1 Commercial Management for Contractors: the management framework

- Risk registers and contingency
- Group discussion and peer review

Day 2 Planning, resources and budgets

- Contract forms and obligations
- Change orders and claims

Day 3 Performance measurement and control

- Stakeholder reporting
- Measurement and reporting

Day 4 Risk, compliance and improvement

- Tools: Primavera, MS Project, dashboards
- Hands-on workshop on a workplace challenge

Day 5 Management case study and action plan

- Scope, schedule and cost baselines
- Common mistakes and how to avoid them

Day 6 Advanced techniques and specialist practice

- Complex cases in depth
- Regional and international case studies

Day 7 Digital tools, data and automation

- Analysis tools and software
- Using AI in this field

Day 8 Benchmarking against international practice

- Global performance benchmarks
- Checklists and templates to take away

Day 9 Capstone project

- Analyse a real challenge from your organisation
- Build the solution and implementation plan

Day 10 Presentations, final assessment and certificates

- Project presentations and review
- Final exam and certificate award

Schedule 2027–2030

Dates	Format	City	Language	Fee (USD)
11–15 Jan 2027	5-day classroom	Barcelona	English	4,750
6–17 Jun 2027	10-day classroom	Kuwait City	English	8,950
4–8 Jul 2027	5-day classroom	Manama	Arabic	4,750
1–5 Nov 2027	5-day online	Live online	English	2,950
10–21 Jan 2028	10-day online	Live online	English	5,450
9–20 Apr 2028	10-day classroom	Amman	Arabic	8,950
7–11 May 2028	5-day classroom	Cairo	Arabic	4,750
18–22 Dec 2028	5-day classroom	London	English	4,750
12–16 Feb 2029	5-day classroom	Paris	English	4,750

Dates	Format	City	Language	Fee (USD)
9–13 Apr 2029	5-day classroom	Barcelona	English	4,750
4–8 Jun 2029	5-day online	Live online	Arabic	2,950
19–30 Nov 2029	10-day classroom	Dubai	English	8,950
21–25 Jan 2030	5-day classroom	Dubai	Arabic	4,750
17–21 Jun 2030	5-day classroom	Istanbul	English	4,750
1–12 Jul 2030	10-day online	Live online	English	5,450
3–14 Nov 2030	10-day classroom	Riyadh	English	8,950

Customised and in-house versions of this course are available on request. garnettrainings.com/en/customise/