



Discovery Tools
Training, Consulting & Conferences Organizing



**Legal, Contract Management
and Negotiation Skills
Training Courses**

**Training Plan
2023**



Legal , Contract Management & Negotiation Skills

Code	Course Title	Date	Venue
LTC 222	The Complete Course on Contracts Management	01 – 05 JAN 2023	Istanbul
LTC 224	Mini MBA in Contract Management	01 – 05 JAN 2023	Istanbul
LTC 226	Contract Risk Management and Compliance	08 –12 JAN 2023	Cairo
LTC 228	International Corporate and Commercial Law	08 –12 JAN 2023	Dubai
LTC 230	Best Practices in Claims Management	15 – 19 JAN 2023	London
LTC 232	Quasi Judicial Powers and Proceeding Process	15 – 19 JAN 2023	Istanbul
LTC 234	Oil and Gas Contracts	22 – 26 JAN 2023	Austria
LTC 236	Power Purchase Agreement (PPA)	22 – 26 JAN 2023	Amsterdam
LTC 238	Contracts Management Specialist	29 JAN – 02 FEB 2023	Sharm El Sheikh
LTC 240	International Arbitration, Mediation and Dispute Resolution	29 JAN – 02 FEB 2023	Kuala Lumpur
LTC 242	Negotiation Skills in International Oil Contracting	05 – 09 FEB 2023	Istanbul
LTC 244	Construction Claims Management	05 – 09 FEB 2023	Istanbul
LTC 246	Managing Tenders, Specifications and Contracts	12 – 16 FEB 2023	Cairo
LTC 248	International Sales Contracts	12 – 16 FEB 2023	Dubai
LTC 250	PPP Project Preparation and Contract Management	19 – 23 FEB 2023	London
LTC 252	Certified Professional Contracts Manager	19 – 23 FEB 2023	Istanbul
LTC 254	Contract Excellence for Non - Legal Professionals	26 FEB – 02 MAR 2023	Austria
LTC 256	Courtroom Skills, Procedures and Expert Witness	26 FEB – 02 MAR 2023	Amsterdam
LTC 258	Tender Procedures and Bid Evaluation	05 – 09 MAR 2023	Sharm El Sheikh
LTC 260	Energy Contracts Practical Guide	05 – 09 MAR 2023	Kuala Lumpur
LTC 262	Upstream Petroleum Contracts	12 – 16 MAR 2023	Istanbul



LTC 264	Court vs Mediation vs Arbitration: Claims and Dispute Management	19 – 23 MAR 2023	Istanbul
LTC 266	Commercial and Business Contracts	26 – 30 MAR 2023	Cairo
LTC 268	Managing Contractual Liabilities	02 – 06 APR 2023	Dubai
LTC 270	Mastering Contract Management and Claims Mitigation (Certified Contracts Professional)	09 – 13 APR 2023	London
LTC 272	Contract Management Techniques	16 – 20 APR 2023	Istanbul
LTC 274	Writing Effective Legal Documents and Commercial Contracts	23 – 27 APR 2023	Austria
LTC 276	Negotiating Contracts Effectively	30 APR – 04 MAY 2023	Amsterdam
LTC 278	The Contracts and Project Management MBA	07 – 11 MAY 2023	Sharm El Sheikh
LTC 280	Essential Skills for Contract Professionals	14 – 18 MAY 2023	Kuala Lumpur
LTC 282	Conflict Avoidance and Dispute Resolution in Construction Industry	21 – 25 MAY 2023	Istanbul
LTC 284	Negotiating, Drafting and Understanding Contracts	28 MAY – 01 JUNE 2023	Istanbul
LTC 286	Managing Vendor Qualification, Performance and Contract Compliance	04 – 08 JUNE 2023	Cairo
LTC 288	Negotiating and Dispute Resolutions	11 – 15 JUNE 2023	Dubai
LTC 290	Mergers and Acquisitions	18 – 22 JUNE 2023	London
LTC 292	Contract Negotiation and Development, During and after COVID	25 – 29 JUN 2023	Istanbul
LTC 294	Arbitration and Dispute Resolution	02 – 06 JULY 2023	Austria
LTC 296	FIDIC Contracts Management: Practical Use of FIDIC Contracts	09 – 13 JULY 2023	Amsterdam
LTC 298	Maintenance Contract Management	16 – 20 JULY 2023	Sharm El Sheikh
LTC 300	Contracts: Reading, Writing and Negotiating	23 – 27 JULY 2023	Kuala Lumpur
LTC 302	Contract Administration from Award to Completion	30 JULY – 03 AUG 2023	Istanbul
LTC 304	Construction Contracts Masterclass	06 – 10 AUG 2023	Istanbul
LTC 306	Legal Research and Writing	13 – 17 AUG 2023	Cairo



LTC 308	Essentials of Contracting and Contract Negotiation	20 – 24 AUG 2023	Dubai
LTC 310	Negotiation Skills and Contract Management Techniques	27 – 31 AUG 2023	London
LTC 312	Field Unitisation and Equity Redetermination	03 – 07 SEP 2023	Istanbul
LTC 314	Contract Management Techniques and Project Governance	10 – 14 SEP 2023	Austria
LTC 316	Advanced Contracts Translation	17 – 21 SEP 2023	Amsterdam
LTC 318	Introduction to Business Contracts : A Practical Guide	24 – 28 SEP 2023	Sharm El Sheikh
LTC 320	Contract Management Principles and Practices	01 – 05 OCT 2023	Kuala Lumpur
LTC 322	EPCIC Contract Management in Offshore and Marine	08 – 12 OCT 2023	Istanbul
LTC 324	Advanced Legal Translation	15 – 19 OCT 2023	Istanbul
LTC 326	Cost Control and Procurement, Tenders and Contract Management	22 – 26 OCT 2023	Cairo
LTC 328	International Contracting Management	29 OCT – 02 NOV 2023	Dubai
LTC 330	Managing and Negotiating with Consultants and Contractors	05 – 09 NOV 2023	London
LTC 332	Negotiation and Documentation of Oil Industry Transactions	12 – 16 NOV 2023	Istanbul
LTC 334	Outsource Maintenance Contracts	19 – 23 NOV 2023	Austria
LTC 336	Contract Essentials : Resolving Disputes when Things go wrong	26 - 30 NOV 2023	Amsterdam
LTC 338	Contract Law: From Trust to Promise to Contract	03 – 07 DEC 2023	Sharm El Sheikh
LTC 340	Contract Negotiation and Development, During and after Crisis	10 – 14 DEC 2023	Kuala Lumpur
LTC 342	Dissecting the Construction Insurance Coverage	17 – 21 DEC 2023	Istanbul
LTC 344	Contractual Risk Management	24 – 28 DEC 2023	Istanbul