



Training Courses

**Legal Affairs,
Contract Management &
Negotiation Skills**

www.DiscoveryTools.org



Discovery Tools

Training - Consulting - Conferences Organizing

Legal Affairs, Contract Management & Negotiation Skills

Code	Course Title	Date	Venue
LTC 126	Alternative Dispute Resolution (ADR) Methods	04 – 08 JAN 2026	Istanbul
LTC 226	Negotiation Skills and Contract Management Techniques	04 – 08 JAN 2026	Dubai
LTC 128	Contract Excellence for Non-Legal Professionals	11 – 15 JAN 2026	London
LTC 228	Strategic Negotiation and Win-Win Outcomes	11 – 15 JAN 2026	Cairo
LTC 130	Tender Procedures and Bid Evaluation	18 – 22 JAN 2026	Antalya
LTC 230	Commercial and Corporate Contract Management	18 – 22 JAN 2026	Riyadh
LTC 132	Writing Effective Legal Documents and Commercial Contracts	25 – 29 JAN 2026	Paris
LTC 232	Vendor Management and Contract Lifecycle Optimization	25 – 29 JAN 2026	Dubai
LTC 134	Negotiation and Documentation of Oil Industry Transactions	01 – 05 FEB 2026	Istanbul
LTC 234	Construction and Engineering Contract Management	01 – 05 FEB 2026	Jeddah
LTC 136	Workshop on Contract Management in Public Procurement	08 – 12 FEB 2026	Cairo
LTC 236	Artificial Intelligence (AI) in Contract Management	08 – 12 FEB 2026	Trabzon
LTC 138	The Contracts and Project Management MBA	15 – 19 FEB 2026	Dubai
LTC 238	Contract Law Fundamentals and Legal Principles	15 – 19 FEB 2026	Paris
LTC 140	Upstream Petroleum Contracts	22 – 26 FEB 2026	Istanbul
LTC 240	Managing Tenders, Specifications and Contracts	22 – 26 FEB 2026	Madrid
LTC 142	The Complete Course on Contracts Management	01 – 05 MAR 2026	Cairo
LTC 242	Contract Performance Monitoring and KPI Implementation	01 – 05 MAR 2026	Istanbul
LTC 144	Statutory, Legal and Compliance Requirements	08 – 12 MAR 2026	Dubai
LTC 244	International Corporate and Commercial Law	08 – 12 MAR 2026	London



Discovery Tools

Training - Consulting - Conferences Organizing

LTC 146	Negotiating, Drafting and Understanding Contracts	15 – 19 MAR 2026	London
LTC 246	Digital Contracts, E-Signatures, and Legal Technology	15 – 19 MAR 2026	Cairo
LTC 148	Negotiation Skills in International Oil Contracting	22 – 26 MAR 2026	Istanbul
LTC 248	Public Sector Contracts and Government Regulations	22 – 26 MAR 2026	Antalya
LTC 150	Service Level Agreements (SLA)	29 MAR – 02 APR 2026	Riyadh
LTC 250	Dispute Resolution and Conflict Management	29 MAR – 02 APR 2026	Austria
LTC 152	Quasi Judicial Powers and Proceeding Process	05 – 09 APR 2026	Istanbul
LTC 252	Procurement Contracts and Supplier Agreements	05 – 09 APR 2026	Jeddah
LTC 154	Negotiating Contracts Effectively	12 – 16 APR 2026	Dubai
LTC 254	Drafting and Reviewing Legal Agreements	12 – 16 APR 2026	Istanbul
LTC 156	Public Contract Dispute Resolution	19 – 23 APR 2026	London
LTC 256	Negotiation Strategies and Techniques	19 – 23 APR 2026	Dubai
LTC 158	PPP Project Preparation and Contract Management	26 - 30 APR 2026	Madrid
LTC 258	Employment and Labor Law for HR Professionals	26 - 30 APR 2026	Cairo
LTC 160	Power Purchase Agreement (PPA)	03 – 07 MAY 2026	Paris
LTC 260	Legal Compliance and Regulatory Frameworks	03 – 07 MAY 2026	Istanbul
LTC 162	Outsource Maintenance Contracts	10 – 14 MAY 2026	Dubai
LTC 262	Intellectual Property Rights and Licensing Agreements	10 – 14 MAY 2026	Barcelona
LTC 164	Oil and Gas Contracts	17 – 21 MAY 2026	Istanbul
LTC 264	Negotiation Psychology and Influence Skills	17 – 21 MAY 2026	London
LTC 166	Negotiating and Dispute Resolutions	24 – 28 MAY 2026	Cairo
LTC 266	International Contracts and Cross-Border Legal Issues	24 – 28 MAY 2026	Riyadh
LTC 168	Mini MBA in Contract Management	31 MAY – 04 JUNE 2026	London
LTC 268	Legal Aspects of Project Management	31 MAY – 04 JUNE 2026	Abu Dhabi



Discovery Tools

Training - Consulting - Conferences Organizing

LTC 170	Mergers and Acquisitions	07 – 11 JUNE 2026	London
LTC 270	Maritime Law, Insurance and Claims	07 – 11 JUNE 2026	Alexandria
LTC 172	Mastering Contract Management and Claims Mitigation (Certified Contracts Professional)	14 – 18 JUNE 2026	Istanbul
LTC 272	Artificial Intelligence in Contract and Project Management	14 – 18 JUNE 2026	Paris
LTC 174	Masterclass in Supplytime Charter Party Contracts	21 – 25 JUNE 2026	Cairo
LTC 274	Contract Negotiation and Development in the Modern Business Environment	21 – 25 JUNE 2026	Dubai
LTC 176	Risk Management in Contracts and Legal Compliance	28 JUNE – 02 JULY 2026	Istanbul
LTC 276	Managing Contractual Liabilities	28 JUNE – 02 JULY 2026	Riyadh
LTC 178	Managing Vendor Qualification, Performance and Contract Compliance	05 – 09 JULY 2026	Istanbul
LTC 278	Best Practices in Claims Management	05 – 09 JULY 2026	Madrid
LTC 180	Managing , Negotiating with Consultants and Contractors	12 – 16 JULY 2026	London
LTC 280	Certified Professional Contracts Manager	12 – 16 JULY 2026	Antalya
LTC 182	FIDIC Contracts Management Practical Use of FIDIC Contracts	19 – 23 JULY 2026	Cairo
LTC 282	Commercial and Business Contracts	19 – 23 JULY 2026	London
LTC 184	International Contracting Management	26 – 30 JULY 2026	Trabzon
LTC 284	Conflict Avoidance and Dispute Resolution in Construction Industry	26 – 30 JULY 2026	Istanbul
LTC 186	Maintenance Contract Management	02 – 06 AUG 2026	Sharm El Sheikh
LTC 286	Construction Claims Management	02 – 06 AUG 2026	Vienna
LTC 188	Legal Research and Writing	09 – 13 AUG 2026	Cairo
LTC 288	Contract Management Techniques and Project Governance	09 – 13 AUG 2026	Istanbul
LTC 190	Legal Management and the Shipping Business	16 – 20 AUG 2026	Dubai
LTC 290	Contracts Management Specialist	16 – 20 AUG 2026	Istanbul
LTC 192	Introduction to Business Contracts - Practical Guide	23 – 27 AUG 2026	Paris
LTC 292	Contract Management Techniques	23 – 27 AUG 2026	Trabzon



Discovery Tools

Training - Consulting - Conferences Organizing

LTC 194	Essentials of Contracting and Contract Negotiation	30 AUG – 03 SEP 2026	Cairo
LTC 294	Construction Contracts Masterclass	30 AUG – 03 SEP 2026	Austria
LTC 196	International Sales Contracts	06 – 10 SEP 2026	Abu Dhabi
LTC 296	Contract Management Principles and Practices	06 – 10 SEP 2026	Istanbul
LTC 198	International Arbitration, Mediation and Dispute Resolution	13 – 17 SEP 2026	Dubai
LTC 298	Contract Risk Management and Compliance	13 – 17 SEP 2026	Alexandria
LTC 200	General Counsel Masterclass	20 – 24 SEP 2026	Istanbul
LTC 300	Contract Negotiation and Development During and after Crisis	20 – 24 SEP 2026	Amsterdam
LTC 202	Field Unitisation and Equity Redetermination	27 SEP – 01 OCT 2026	Vienna
LTC 302	Contract Administration from Award to Completion	27 SEP – 01 OCT 2026	Dubai
LTC 204	FIDIC Contract Management	04 – 08 OCT 2026	Istanbul
LTC 304	Contract Management (Certified By ILM)	04 – 08 OCT 2026	Cairo
LTC 206	Essential Skills for Contract Professionals	11 – 15 OCT 2026	Istanbul
LTC 306	Arbitration and Dispute Resolution	11 – 15 OCT 2026	Sharm El Sheikh
LTC 208	EPCIC Contract Management in Offshore and Marine	18 – 22 OCT 2026	Trabzon
LTC 308	Contract Essentials – Resolving Disputes	18 – 22 OCT 2026	Istanbul
LTC 210	Energy Contracts Practical Guide	25 – 29 OCT 2026	Cairo
LTC 310	Advanced Legal Translation	25 – 29 OCT 2026	Dubai
LTC 212	Dissecting the Construction Insurance Coverage	01 – 05 NOV 2026	Istanbul
LTC 312	Contract Law - From Trust to Promise to Contract	01 – 05 NOV 2026	Kuala Lumpur
LTC 214	Design Engineering Build Own Operate and Maintenance (DEBOOM)	08 – 12 NOV 2026	Istanbul
LTC 314	Advanced Contracts Translation	08 – 12 NOV 2026	Dubai
LTC 216	Courtroom Skills, Procedures and Expert Witness	15 – 19 NOV 2026	Istanbul
LTC 316	Contract Finance	15 – 19 NOV 2026	Cairo
LTC 218	Contractual Risk Management	22 – 26 NOV 2026	Abu Dhabi



Discovery Tools

Training - Consulting - Conferences Organizing

LTC 318	Advanced Contracts and Purchasing Management	29 NOV – 03 DEC 2026	Istanbul
LTC 220	Cost Control and Procurement, Tenders and Contract Management	06 – 10 DEC 2026	Trabzon
LTC 320	Contract Excellence for Non Legal Professionals	13 – 17 DEC 2026	Cairo
LTC 222	Court vs Mediation vs Arbitration Claims and Dispute Management	20 – 24 DEC 2026	Istanbul
LTC 322	Advanced Contract Management Planning, Strategy, Development, Legal, Negotiation, Disputes, Claims, Risk & Administration	27 - 31 DEC 2026	Dubai
LTC 224	Contracts Reading, Writing and Negotiating	27 - 31 DEC 2026	Vienna