

Commercial and Business Contracts A Practical Guide

Contracts Management

Course Overview

Commercial and Business Contracts A Practical Guide: a 5-day professional training course from LTC Consultants, delivered in-classroom across Africa and...

What You Will Achieve

- Explain the core principles and current good practice in Commercial and Business Contracts A Practical Guide
- Apply practical tools and techniques for Commercial and Business Contracts A Practical Guide in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Commercial and Business Contracts A Practical Guide in practice
- Build a personal action plan to implement what you have learned

Who Should Attend

Directors, senior managers, heads of department, team leaders and high-potential professionals preparing for greater leadership responsibility.

Course Outline

1. Foundations of Commercial and Business Contracts A Practical Guide: principles, terminology and context
2. The business case: why Commercial and Business Contracts A Practical Guide matters to performance
3. Core tools, frameworks and methods
4. Applying the tools: guided case study and exercises
5. Common pitfalls and how experienced practitioners avoid them
6. Working with stakeholders: communication and influence
7. Measuring results and continuous improvement
8. Personal action planning and course review

Upcoming Dates and Fees

DATES	VENUE	FEE (PER DELEGATE)
19 to 23 Oct 2026	Pretoria	\$1,450
26 to 30 Oct 2026	Gaborone	\$1,395
2 to 6 Nov 2026	Kigali	\$1,450
9 to 13 Nov 2026	Online	\$750

16 to 20 Nov 2026	Cape Town	\$1,450
23 to 27 Nov 2026	Lusaka	\$1,395
30 Nov to 4 Dec 2026	Maputo	\$1,395
7 to 11 Dec 2026	Johannesburg	\$1,450

LTC Consultants

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Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.