

# Upstream Contracts

Police and Law Enforcement

## Course Overview

Upstream Contracts: a 5-day professional training course from LTC Consultants, delivered in-classroom across Africa and live online.

## What You Will Achieve

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

## Who Should Attend

Contracts and procurement professionals, legal advisors, compliance officers and managers who negotiate or administer agreements.

## Course Outline

1. Foundations of Upstream Contracts: principles, terminology and context
2. The business case: why Upstream Contracts 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) |
|----------------------|--------------|--------------------|
| 2 to 6 Nov 2026      | Nairobi      | \$1,550            |
| 9 to 13 Nov 2026     | Kampala      | \$1,395            |
| 16 to 20 Nov 2026    | Johannesburg | \$1,550            |
| 23 to 27 Nov 2026    | Durban       | \$1,550            |
| 30 Nov to 4 Dec 2026 | Accra        | \$1,550            |
| 7 to 11 Dec 2026     | Online       | \$750              |

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**LTC Consultants**

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