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