



**Scandinavian Academy**  
Training and Development AB

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# Course: Contracts Administration

Code	City	Hotel	Start	End	Price	Language - Hours
PI-348	Athens (Greece)	Hotel Meeting Room	2026-10-12	2026-10-16	5450 €	En - 25

## Program Objectives

**By the end of the program, participants will be able to:**

- Identify problems, principles, definitions and the major steps involved in the contracting process.
- Define ways to develop the scope of work and avoid pitfalls.
- Develop criteria to invite, receive and evaluate tenders.
- Identify administration tools and the roles of Contract Manager/Administrator.
- Discuss ways of using lessons learned to minimize confrontations during implementation and avoid disputes.

## This Program is designed for

All those involved in any aspect of preparing, implementing, managing or administering contracts who are committed to prove their dedication to their professional growth. This program is worth 25 NASBA CPEs.

## Program Outline

### Principles, Definitions and Problems

### The Contracting Stages

- Preparation



- Tendering
- Contract Award
- Contract Administration

## **The Scope of Work**

- Main and Sub-Contracts
- Criteria for Evaluation

## **The Tendering Stage**

- Different Pricing Methods
- Pre-Qualification
- E-Auction

## **Contract Administration**

- Partnering
- Problem-Solving versus Confrontation
- Contract Interpretation

## **Claims and Change Orders**

- Legitimate and Not-So-Legitimate Claims
- Variation and Change Orders

## **Lessons Learned**

- How, Who, Where and When

## **Dispute Resolution**

- Negotiation



- Other Procedures



The Scandinavian Academy for Training and Development adopts the latest scientific and professional methodologies in training and human resource development, aiming to enhance the efficiency of individuals and organizations. Training programs are delivered through a comprehensive approach that includes:

- Theoretical lectures supported by PowerPoint presentations and visual materials (videos and short films).
- Scientific evaluation of participants before and after the program to measure progress and knowledge acquisition.
- Brainstorming sessions and practical role-playing to simulate real-life scenarios.
- Case studies tailored to align with the training content and participants work nature.
- Assessment tests conducted at the end of the program to evaluate the achievement of training objectives.

Each participant receives the training material (both theoretical and practical) in printed form and saved on a CD or flash drive. Detailed reports, including attendance records, final results, and overall program evaluations, are also provided.

Training materials are prepared professionally by a team of experts and specialists in various fields. At the end of the program, participants are awarded a professional attendance certificate, signed and accredited by the Scandinavian Academy for Training and Development.

### **Program Timings:**

- 9:00 AM to 2:00 PM in Arab cities.
- 10:00 AM to 3:00 PM in European and Asian cities.

### **The program includes:**

- A daily Coffee Break provided during the sessions to ensure participants comfort.