



Presented by
Falconbury

Strategic Commercial Contract Negotiation: Build Value, Minimise Risk and Strengthen Relationships

16 March 2026
+ 16 September 2026

This highly interactive course will transform your approach to negotiations to realise greater commercial success, strengthen relationships by developing a partnership approach to risk management, and achieve win-win outcomes



Format:
Live online



CPD:
6 hours for your records



Certificate of
completion

Course overview

This highly interactive negotiation skills course will show you how to unlock value whilst reducing risk for commercial success. In today's competitive environment, strong contracts aren't just a legal formality - they're a strategic asset.

This practical, high-impact course is designed specifically for commercial and contracts professionals who want to sharpen their negotiation skills, minimise risk exposure and deliver greater value through better contract outcomes.

The expert trainer will explore the real-world impact of the 'battle of the forms'. Showcase how to secure clear, mutually beneficial agreements from the outset - avoiding ambiguity that potentially could lead to disputes or costly litigation down the line.

But this course goes beyond just protecting your position. It shows you how to leverage contracts to build stronger supplier and client relationships, improve project delivery and foster long-term collaboration – the key to achieving better commercial results.

You'll gain a structured, repeatable methodology to prepare for and conduct negotiations with confidence - with no legal jargon, just actionable, takeaway techniques. Learn how to define your objectives, choose the right approach and handle complexity with clarity and confidence.

Whether you're renegotiating terms, finalising a supply agreement, or managing a major contract portfolio, this course equips you with the tools to take control and deliver better commercial outcomes - faster, and with fewer risks.

Benefits of attending

By attending this course, you will:

- **Develop** a clear plan to prepare and lead negotiations with authority and clarity
- **Learn** how to spot red flags early and navigate contractual complexity efficiently
- **Understand** how to clarify responsibilities and minimise ambiguity to prevent costly misunderstandings and legal exposure
- **Master** how to negotiate contracts that unlock more favourable terms, maximise revenue potential and protect margins
- **Improve** your ability to influence outcomes and secure agreements that support wider business objectives - not just legal compliance
- **Discover** how collaborative, well-structured contracts can foster long-term supplier and customer partnerships
- **Gain** the tools to work more effectively with legal teams, aligning commercial goals with legal requirements
- **Apply** what you learn immediately through structured exercises

Who should attend?

This course has been specifically designed for all those providing input into the contract being negotiated and those involved in the negotiation process, including:

- Contract managers / specialists
- Commercial managers
- Procurement / Purchasing managers
- Project managers
- Business development managers
- Supply chain managers
- Supplier relationship managers
- Operations managers
- Technical managers
- Contract administrators, officers and specialists

This course is ideal for all those whose role is directly involved in negotiating, managing or reviewing commercial contracts and who want to gain practical insights to improve outcomes, compliance and stakeholder relationships.

Presenter



Catherine Hurst

Catherine Hurst BSc(Hons), CIMDip, PgDL, is an independent consultant in the contract and commercial fields. She was formerly a Commercial Manager at BAe Systems, following previous contract/commercial roles with GEC and Siemens. She has extensive practical experience of bid management, contract drafting and negotiation, contract and subcontract management as well as commercial risk management, both with UK and overseas customers and suppliers, in the private and public sectors.

She is a highly experienced trainer, having a style which brings a subject to life, creating interest and stimulating the enthusiasm of delegates. She combines academic best practice with real world experience.

She lectures Chartered Institute of Procurement and Supply (CIPS) diploma, levels 4, 5 & 6 at Chichester college. As well as being a member of CIPS, Catherine has a degree in Management Studies, a Chartered Institute of Marketing diploma and more recently achieved a distinction in her Common Professional Examination (CPE)/Post-grad diploma in law, winning the prize for the highest achieving student in the contract law module.

Catherine has successfully provided training to organisations across a wide variety of industries, including:

Transport / utilities / energy / construction / engineering / IT / telecons: Network Rail, ScotRail, Balfour Beatty, London Underground, Westinghouse Springfields Fuels, General Dynamics, Siemens, Metronet, Thales, ABB, Hitachi, Jungheinrich, Honeywell, PALL Europe, Senior Aerospace BWT, RES (Renewable Energy Systems), AGI, Silvertown, QinetiQ, Clyde Pumps / Weir Pumps, Scottish Power, NCOC (North Caspian Operating Company), Computacentre, CISCO, BT, United Utilities

Health / pharmaceutical / education: Nuffield Health, Surrey PCT, Bristol Myers-Squibb, Newcastle University, Exeter University

Public: Forensic Science Services, Office for National Statistics, DARA (Defence Aviation Repair Agency), Metropolitan Police

Charity: Phoenix Futures, Homegroup

Retail: Co-op

Course dates

16 March 2026

Live online

09:30-17:15 **UK (London)** (UTC+00)

Course code 15814

GBP ~~499 599~~

EUR ~~699 839~~

USD ~~803 959~~

Until 09 Feb

16 September 2026

Live online

09:30-17:15 **UK (London)** (UTC+01)

Course code 16123

GBP ~~499 599~~

EUR ~~699 839~~

USD ~~803 959~~

Until 12 Aug

How to book



Online:

ipi.academy/2685

Alternatively contact us to book, or if you have any queries:



Email:

info@ipiacademy.com



Phone:

[+44 \(0\)20 7749 4749](tel:+442077494749)

Discounts

- Booking more than one delegate on any one date qualifies for a **30% discount** on the second and subsequent places.
- Most events qualify for an **early booking discount** prior to 6 weeks before the course date. Be sure to check on our website, where the latest discounts will be shown.

Further information

Fee

The fee includes all meals and refreshments for the duration of the course (for venue-based courses) and a complete set of course materials (provided electronically). If you have any particular requirements, please advise customer services when booking.

Please note

IPI Academy (and our training partners) reserve the right to change the content and timing of the programme, the speakers, the date and venue due to reasons beyond their control. In the unlikely event that the course is cancelled, we will refund the registration fee and disclaim any further liability.

Terms and conditions

The rest of our terms, the event cancellation policy and the terms and conditions are on our website, please visit ipi.academy/content/terms-and-conditions

Reviews



It was a good presentation and everything delivered was relevant to the training, the speaker has vast knowledge about this domain and she explains well with all the facts and scenarios.

 **Umer Shakeeb**
Category Manager
NTT DATA UK LTD
Apr 26 2024

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IPI Academy

IPI Academy is a training initiative of Falconbury and Management Forum; leading providers of industry training for over 30 years, based in the UK.

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