GATI

PURCHASING AND SUPPLY CHAIN

Contract Management After Signature

DURATION	CONTACT HOURS	LEVEL	FEE PER DELEGATE
3 days	18	Intermediate	R12,000

Realise the value that was negotiated, and handle variation, dispute and exit without losing it.

Value is negotiated at signature and lost during delivery. This programme covers the operational discipline of contract management: mobilisation, performance regimes that are actually enforced, variation handled before it becomes a dispute, and exit planned from the start.

Available as classroom, live online, in house.

Who it is for

Contract managers, supplier relationship managers, and operational leads accountable for supplier performance.

What you will be able to do

- Mobilise a contract so obligations are understood on both sides.
- Operate a performance regime that is enforced rather than reported.
- Handle variation and change before it escalates.
- Plan exit and transition from the outset.

The outline

DAY 1

Mobilisation

Obligations register · Governance and meeting structure · Baseline and early warning · Relationship and escalation routes

DAY 2

Performance and variation

Measures that drive behaviour · Enforcing a remedy · Variation before dispute · Records that support a claim

DAY 3

Dispute and exit

Escalation and resolution · Termination grounds · Exit and transition · Lessons into the next contract

What you leave with

- A mobilisation checklist and obligations register.
- A performance regime with defined consequences.
- A variation process with authority thresholds.
- An exit plan template.

Published dates

DATES	WHERE	FEE
23 to 25 November 2026	Cape Town, South Africa	**R12,000**
30 November 2026 to 2 December 2026	Windhoek, Namibia	**R12,000**
7 to 9 December 2026	Durban, South Africa	**R12,000**
14 to 16 December 2026	Dar es Salaam, Tanzania	**US$1,200**

Fees are per delegate and co
arranged by the delegate. Reg

Register or ask a question

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