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Course Name

Contract Value Protection in Execution

Sector Name

Project & Contract Management

Document Type

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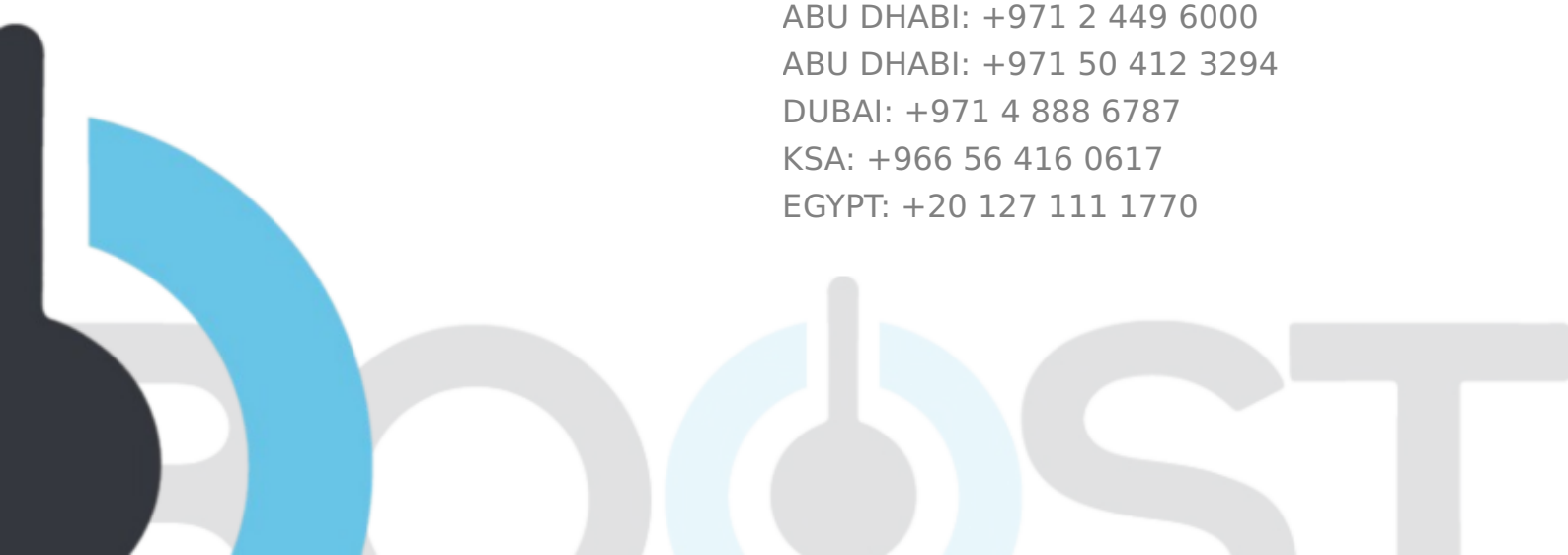
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Contract Value Protection in Execution

Course Introduction

A contract can be commercially strong on the day it is signed and still delivers less value than originally negotiated. Pricing protections may not be applied consistently, entitlements can be weakened by late action, service commitments may be accepted below the agreed standard, recoverable costs may go undocumented, and favorable contractual rights may remain unused simply because execution teams do not recognize when they become relevant. The value lost in these situations does not necessarily come from poor negotiation; it can disappear gradually through everyday execution.

BOOST Consulting & Training presents **Contract Value Protection in Execution**, a practical program designed to help participants preserve the commercial and operational value already secured within a signed agreement. Rather than teaching contract negotiation or general contract administration, the course focuses on identifying where negotiated value can be diluted after award, linking contractual rights and commitments to value exposure, detecting execution behaviors that weaken the commercial position, and designing timely interventions that protect value while maintaining effective contract delivery.



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Contract Value Protection in Execution

Target Audience

Contract and commercial managers, contract administrators, procurement professionals, project managers, and professionals responsible for commercial contract performance.

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Contract Value Protection in Execution

Learning Objectives

- ✓ Identify the sources of value embedded within signed contracts.
- ✓ Detect execution practices that can weaken negotiated commercial value.
- ✓ Link contractual rights, commitments and performance requirements to value exposure.
- ✓ Recognize when delayed action can reduce or eliminate contractual value.
- ✓ Evaluate the financial and operational consequences of underperformance and concessions.
- ✓ Design interventions that protect value without disrupting contract execution.
- ✓ Build a structured approach for monitoring value throughout the contract lifecycle.

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Contract Value Protection in Execution

Course Outline

✓ Day 01

Defining the Value Secured in the Contract

Looking Beyond Contract Price

- ✓ Identifying financial, operational and strategic sources of contractual value
- ✓ Recognizing value embedded in performance commitments, protections and flexibility
- ✓ Distinguishing negotiated value from the benefits realized during execution

Building the Contract Value Map

- ✓ Linking key provisions to the value they are intended to protect or create
- ✓ Identifying rights, entitlements and remedies with potential economic significance
- ✓ Establishing an initial baseline of value expected from the agreement

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Course Outline

✓ Day 02

Finding Where Contract Value Becomes Exposed

Identifying Value Exposure Points

- ✓ Locating execution moments where contractual value can be weakened
- ✓ Recognizing exposure created by delayed notices, approvals and decisions
- ✓ Identifying informal practices that gradually override negotiated conditions

Detecting Silent Value Erosion

- ✓ Examining repeated exceptions, waivers and tolerated underperformance
- ✓ Identifying concessions that accumulate without explicit commercial evaluation
- ✓ Recognizing when non-enforcement begins to alter expected contract economics

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Course Outline

✓ Day 03

Protecting Rights and Performance Value

Preserving Contractual Rights and Entitlements

- ✓ Identifying events that activate commercially important rights
- ✓ Connecting timely action and evidence to preservation of entitlement
- ✓ Preventing administrative failure from weakening the contractual position

Protecting Performance Commitments

- ✓ Connecting agreed standards and deliverables to their underlying business value
- ✓ Assessing the consequence of accepting performance below contractual expectations
- ✓ Distinguishing harmless variation from value-reducing underperformance

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Course Outline

✓ Day 04

Making Value-Based Execution Decisions

Evaluating Concessions and Trade-Offs

- ✓ Assessing the economic consequences before accepting contractual flexibility
- ✓ Comparing immediate operational convenience with longer-term value impact
- ✓ Determining when a concession should require commercial review

Designing Value Protection Interventions

- ✓ Selecting corrective action according to value exposure and execution context
- ✓ Balancing enforcement with continuity of the commercial relationship
- ✓ Preventing value protection from becoming unnecessarily adversarial

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Course Outline

✓ Day 05

Building a Contract Value Protection System

Monitoring Value Through Execution

- ✓ Establishing indicators for value exposure, concessions and unrealized rights
- ✓ Reviewing whether expected contractual benefits are being realized
- ✓ Capturing recurring erosion patterns to improve future contracting and execution

Contract Value Protection Lab

- ✓ Analyzing a contract where negotiated value gradually weakening during delivery
- ✓ Identifying exposure points and prioritizing value-protection actions
- ✓ Building a Contract Value Protection Plan for workplace application

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Dec. 28, 2026	Jan. 1, 2027	5 days	4250.00 \$	UAE , Dubai

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