

COURSE OVERVIEW CM0201-3D
Commercial Risk Management

Course Title

Commercial Risk Management

Course Date/Venue

Session 1: August 09-11, 2026/Tamra Meeting Room, Al Bandar Rotana Creek, Dubai, UAE

Session 2: November 08-10, 2026/Sur Meeting Room, Royal Tulip Muscat, Muscat, Oman



Course Reference

CM0201-3D



Course Duration/Credits

Three days/1.8 CEUs/18 PDHs

Course Description



This practical and highly-interactive course includes various practical sessions and exercises. Theory learnt will be applied using our software tools.



Commercial risk management is essential for organizations seeking to protect profitability, enhance business resilience, optimize commercial performance, and achieve strategic objectives. In today's dynamic business environment, organizations face a wide range of commercial risks arising from contracts, procurement, supply chains, market fluctuations, project execution, regulatory changes, partnerships, and customer relationships.



This course equips participants with the knowledge, tools and techniques required to identify, assess, mitigate, monitor and manage commercial risks throughout the business lifecycle. It integrates risk management principles with commercial decision-making and is aligned with international best practices, including ISO 31000 risk management principles and modern contract and commercial management frameworks.

Further, the course will also discuss the importance of commercial risk management, governance and frameworks; the commercial risks, contractual risk management and market and business environment risks; and the commercial risk assessment techniques, procurement and supply chain risk management and financial and revenue risk management.

Course Objectives/Outcomes & Benefits for the Participants

Upon the successful completion of this course, each participant will be able to:-

- Apply and gain a comprehensive knowledge on commercial risk management
- Discuss the importance of commercial risk management, governance and frameworks
- Identify commercial risks, contractual risk management and market and business environment risks
- Carryout commercial risk assessment techniques, procurement and supply chain risk management and financial and revenue risk management
- Employ project commercial risk management, commercial risk in negotiations and claims, disputes and conflict management
- Apply third-party and partnership risk management, risk mitigation and control strategies and commercial risk monitoring and reporting
- Discuss business continuity and commercial resilience and apply commercial risk and strategic decision-making
- Discuss the emerging commercial risks and future challenges and develop a commercial risk management framework

Exclusive Smart Training Kit - H-STK®



*Participants of this course will receive the exclusive “Haward Smart Training Kit” (H-STK®). The H-STK® consists of a comprehensive set of technical content which includes **electronic version** of the course materials conveniently saved in a **Tablet PC**.*

Who Should Attend

This course provides an overview of all significant aspects and considerations of commercial risk management for commercial managers, contract managers, procurement professionals, project managers, risk managers, business leaders, finance professionals, and operational managers.

Learning Design & Customization


This course can be customized to the exact requirements of clients. Haward Technology is so proud of our huge capabilities in tailoring our courses to the training needs of our valued clients.

Course Certificate(s)


Internationally recognized certificates will be issued to all participants of the course who completed a minimum of 80% of the total tuition hours.

Certificate Accreditations

Haward's certificates are accredited by the following international accreditation organizations: -

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British Accreditation Council (BAC)

Haward Technology is accredited by the **British Accreditation Council** for **Independent Further and Higher Education** as an **International Centre**. Haward's certificates are internationally recognized and accredited by the British Accreditation Council (BAC). BAC is the British accrediting body responsible for setting standards within independent further and higher education sector in the UK and overseas. As a BAC-accredited international centre, Haward Technology meets all of the international higher education criteria and standards set by BAC.

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The International Accreditors for Continuing Education and Training (IACET - USA)

Haward Technology is an Authorized Training Provider by the International Accreditors for Continuing Education and Training (IACET), 2201 Cooperative Way, Suite 600, Herndon, VA 20171, USA. In obtaining this authority, Haward Technology has demonstrated that it complies with the **ANSI/IACET 2018-1 Standard** which is widely recognized as the standard of good practice internationally. As a result of our Authorized Provider membership status, Haward Technology is authorized to offer IACET CEUs for its programs that qualify under the **ANSI/IACET 2018-1 Standard**.

Haward Technology's courses meet the professional certification and continuing education requirements for participants seeking **Continuing Education Units** (CEUs) in accordance with the rules & regulations of the International Accreditors for Continuing Education & Training (IACET). IACET is an international authority that evaluates programs according to strict, research-based criteria and guidelines. The CEU is an internationally accepted uniform unit of measurement in qualified courses of continuing education.

Haward Technology Middle East will award **1.8 CEUs** (Continuing Education Units) or **18 PDHs** (Professional Development Hours) for participants who completed the total tuition hours of this program. One CEU is equivalent to ten Professional Development Hours (PDHs) or ten contact hours of the participation in and completion of Haward Technology programs. A permanent record of a participant's involvement and awarding of CEU will be maintained by Haward Technology. Haward Technology will provide a copy of the participant's CEU and PDH Transcript of Records upon request.

Course Instructor(s)

This course will be conducted by the following instructor(s). However, we have the right to change the course instructor(s) prior to the course date and inform participants accordingly:



Dr. Chris Le Roux, PhD, M.Com, B.Com (Hons), PMP, Industrial Psychologist (HPCSA Reg.), PMI-ATP Instructor PMI-PMP, PMI-CAPM Instructor is a **Senior Management Consultant & Project Management Professional** with over **30 years** of combined engineering, managerial, consulting, counseling, and international training experience across Africa, the Middle East, the Gulf region, and Europe. His expertise lies extensively in the areas of **Project & Contracts Management Skills, Project & Construction Management, Project Planning, Scheduling, Cost Control, and Earned Value Management, Project Management (Predictive, Agile, and Hybrid), PMO setup and governance, Project Delivery & Governance Framework, Project**

Management Practices, Project Management Disciplines, Risk and Contract Management (including contract development, tendering, dispute resolution, and claims), **Risk Identification Tools & Techniques, Project Life Cycle, Stakeholder Management and Communication, Performance Coaching and Difficult Conversations, Project Management Processes, Project Integration Management, Project Management Plan, Project Work Monitoring & Control, Project Scope Management, Project Time Management, Project Cost Management, Project Quality Management, Quality Assurance, Project Human Resource Management, Project Communications Management, Leadership Orientation Programme, Leadership & Team Development, Psychology of Leadership, Interpersonal Skills & Teamwork, Coaching & Mentoring, Innovation & Creativity, Leadership & Performance Management, Leadership Communication, Leadership Excellence for Senior Management, Supervisory, Leadership, Coaching & Mentoring, Leadership, Communications & Interpersonal Skills, Administrative Leadership Skills, Office Management & Administration Skills, Contract Management, Tender Development, Contract Standards & Laws, Dispute Resolution & Risk Identification, Myers-Briggs Type Indicator (MBTI), Organization Development Consultation, Advanced Debriefing of Emotional Trauma, Interpersonal Motivation, Model Based Interviewing, Coaching & Motivation, Creative Thinking & Problem-Solving Techniques, Emotional Intelligence and Resilience, Presentation Skills, Communication & Interpersonal Skills, Effective Communication & Influencing Skills, Effective Business Writing Skills, Writing Business Documents, Business Writing (Memo & Report Writing), Controlling Your Time & Managing Stress, Crisis Management and Decision-Making Under Pressure; and Customer Experience, Service Excellence, and Negotiation Skills, Strategic Human Resources Management, Change Management and Organizational Development, Human Capital and Talent Management (succession planning, performance management, competency frameworks, and behavioral assessment), Strategic Planning and Execution, Project Risk Analysis & Risk Management, Global Diverse & Virtual Teams Operation, Exceeding Customer Expectations, Corporate Governance Best Practice, Business Performance Management & Improvement, Building Environment of Trust & Commitment, Win-Win Negotiation Strategies, Quality Improvement & Resource Optimization, Neuro Linguistic Programming (NLP), Personal Resilience Developing, Effective Role Modelling & Development, Managing Dynamic Work Environments, Organizational Development, Career Management, Situation & Behaviour Analysis, Interpersonal Motivation Skills, Inventory Management and Financial Administration. Further, he has also led or supported Training Needs Analyses (TNA), large-scale capability development programs, and leadership pipelines for technical, operational, and graduate employees.**

During his career life, Dr. Le Roux has gained his academic and field experience through his various significant positions and dedication as the **Training & Development General Manager, Departmental Head (Electrical), Project Manager, Account Manager, Commercial Sales Manager, Manager, Sales Engineer, Project Specialist, Psychology Practitioner, Senior Consultant/Trainer, Business Consultant, Assistant Chief Education Specialist, ASI Coordinator, Part-time Lecturer/Trainer, PMP & Scrum Trainer, Assessor & Moderator, Team Leader, Departmental Head, Senior HR Consultant, Senior Lecturer / Academic Supervisor, Technical Instructor/Qualifying Technician, Apprentice Electrician: Signals, International Trainer, and Part-Time Electrician** from various companies and universities such as the South African Railway (SAR), Department of Education & Culture, **ESKOM**, Logistic Technologies (Pty. Ltd), Human Development: Consulting Psychologies (HDGP) & IFS, Mincon, Eagle Support Africa, Sprout Consulting, UKZN, Grey Campus, Classis Seminars and CBM Training.

Dr. Le Roux has a **PhD in Leadership in Performance & Change**, a **Master's degree in Human Resource Management**, a **Bachelor's degree (with Honours) in Industrial Psychology**, a National Higher Diploma and a National Technical Diploma in **Qualified Electrical & Mechanical Engineering** from **Germiston College, South Africa**. Further, he is a **Certified Project Management Professional (PMP)**, a **PMI Authorized Training Partner (ATP) Instructor**, a **Certified Associate in Project Management (PMI-CAPM)**, a **Certified Scrum Master Trainer** by the VMEdu, a **Certified Instructor/Trainer** and a **Certified Internal Verifier/Assessor/Trainer** by the **Institute of Leadership & Management (ILM)**. Moreover, he is a **Registered Industrial Psychologist** by the Health Professions Council of South Africa (HPCSA), a **Registered Educator** by the South African Council for Educators (SACE) and a **Registered Facilitator, Assessor & Moderator** with Education, Training and Development Practices (ETDP) SETA. He has further delivered numerous trainings, courses, seminars, conferences and workshops globally.

Training Methodology

All our Courses are including **Hands-on Practical Sessions** using equipment, State-of-the-Art Simulators, Drawings, Case Studies, Videos and Exercises. The courses include the following training methodologies as a percentage of the total tuition hours:-

- 30% Lectures
- 20% Practical Workshops & Work Presentations
- 30% Hands-on Practical Exercises & Case Studies
- 20% Simulators (Hardware & Software) & Videos

In an unlikely event, the course instructor may modify the above training methodology before or during the course for technical reasons.

Learning Design & Customization

This course can be customized to the exact requirements of clients. Haward Technology is so proud of our huge capabilities in tailoring our courses to the training needs of our valued clients.

Course Fee

US\$ 3,750 per Delegate + **VAT**. This rate includes H-STK® (Haward Smart Training Kit), buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Accommodation

Accommodation is not included in the course fees. However, any accommodation required can be arranged at the time of booking.

Course Program

The following program is planned for this course. However, the course instructor(s) may modify this program before or during the workshop for technical reasons with no prior notice to participants. Nevertheless, the course objectives will always be met:

Day 1

0730 – 0800	<i>Registration & Coffee</i>
0800 – 0815	<i>Welcome & Introduction</i>
0815 – 0830	PRE-TEST
0830 – 0900	Introduction to Commercial Risk Management <i>Definition and Scope of Commercial Risk • Importance of Commercial Risk Management • Relationship Between Commercial Risk and Business Performance • Commercial Risk Management Lifecycle</i>
0900 – 0930	Commercial Risk Governance & Frameworks <i>Commercial Risk Governance Structures • Roles and Responsibilities in Risk Oversight • Risk Ownership and Accountability • Commercial Risk Policies and Procedures</i>
0930 – 0945	<i>Break</i>
0945 – 1030	Identifying Commercial Risks <i>Internal and External Sources of Commercial Risk • Strategic, Operational, Financial, and Contractual Risks • Risk Identification Workshops and Techniques • Developing Commercial Risk Registers</i>
1030 – 1130	Contractual Risk Management <i>Contract Risk Identification and Assessment • Allocation of Risk Through Contract Terms • Liability and Indemnity Clauses • Managing Contractual Obligations and Exposure</i>



1130 – 1215	Market & Business Environment Risks Market Volatility and Competitive Risks • Economic and Geopolitical Influences • Regulatory and Legal Changes • Customer and Demand Risks
1215 – 1230	Break
1230 – 1330	Commercial Risk Assessment Techniques Qualitative and Quantitative Risk Assessment • Risk Probability and Impact Analysis • Risk Heat Maps and Risk Matrices • Prioritizing Commercial Risks
1330 – 1420	Workshops Commercial Risk Identification Exercise • Contract Risk Analysis Workshop • Commercial Risk Register Development • Risk Assessment and Heat Map Exercise
1420 – 1430	Recap Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow
1430	Lunch & End of Day One

Day 2

0730 – 0830	Procurement & Supply Chain Risk Management Supplier Risk Assessment • Supply Chain Disruption Risks • Vendor Performance Monitoring • Procurement Risk Mitigation Strategies
0830 – 0930	Financial & Revenue Risk Management Revenue and Cash Flow Risks • Pricing and Margin Risks • Currency and Exchange Rate Exposure • Credit and Counterparty Risks
0930 – 0945	Break
0945 – 1030	Project Commercial Risk Management Commercial Risks in Project Delivery • Cost Overrun and Schedule Delay Risks • Contract Change and Variation Risks • Project Performance Monitoring
1030 – 1130	Commercial Risk in Negotiations Risk Assessment During Negotiations • Negotiating Risk Allocation • Managing Commercial Trade-Offs • Protecting Organizational Interests
1130 – 1215	Claims, Disputes, & Conflict Management Causes of Commercial Claims and Disputes • Claims Prevention Strategies • Dispute Resolution Mechanisms • Commercial Settlement Techniques
1215 – 1230	Break
1230 – 1330	Third-Party & Partnership Risk Management Joint Venture and Partnership Risks • Due Diligence Processes • Third-Party Governance Frameworks • Ongoing Relationship Monitoring
1330 – 1420	Workshops Supply Chain Risk Assessment Case Study • Commercial Negotiation Simulation • Project Commercial Risk Analysis Workshop • Claims and Dispute Resolution Exercise
1420 – 1430	Recap Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow
1430	Lunch & End of Day Two

Day 3

0730 – 0830	Risk Mitigation & Control Strategies <i>Risk Avoidance, Reduction, Transfer, and Acceptance • Developing Risk Treatment Plans • Implementing Commercial Controls • Monitoring Risk Responses</i>
0830 – 0930	Commercial Risk Monitoring & Reporting <i>Key Risk Indicators (KRIs) • Commercial Risk Dashboards • Executive Risk Reporting • Escalation and Decision-Making Processes</i>
0930 – 0945	Break
0945 – 1030	Business Continuity & Commercial Resilience <i>Business Continuity Planning • Managing Commercial Disruptions • Crisis Response and Recovery Planning • Building Organizational Resilience</i>
1030 – 1130	Commercial Risk & Strategic Decision-Making <i>Risk-Informed Business Decisions • Investment and Commercial Opportunity Evaluation • Balancing Risk and Reward • Strategic Risk Management Approaches</i>
1130 – 1230	Emerging Commercial Risks & Future Challenges <i>Digital Transformation Risks • Cybersecurity and Data Privacy Risks • ESG and Sustainability-Related Risks • Global Supply Chain and Geopolitical Challenges</i>
1230 – 1245	Break
1245 – 1315	Developing a Commercial Risk Management Framework <i>Assessing Commercial Risk Maturity • Designing Integrated Risk Frameworks • Governance and Accountability Structures • Continuous Improvement and Risk Culture Development</i>
1315 – 1345	Workshops <i>Commercial Risk Dashboard Development • Business Continuity Planning Workshop • Strategic Commercial Decision-Making Simulation • Commercial Risk Framework Development Project</i>
1345 – 1400	Course Conclusion <i>Using this Course Overview, the Instructor(s) will Brief Participants about the Course Topics that were Covered During the Course</i>
1400 – 1415	POST-TEST
1415 – 1430	<i>Presentation of Course Certificates</i>
1430	<i>Lunch & End of Course</i>

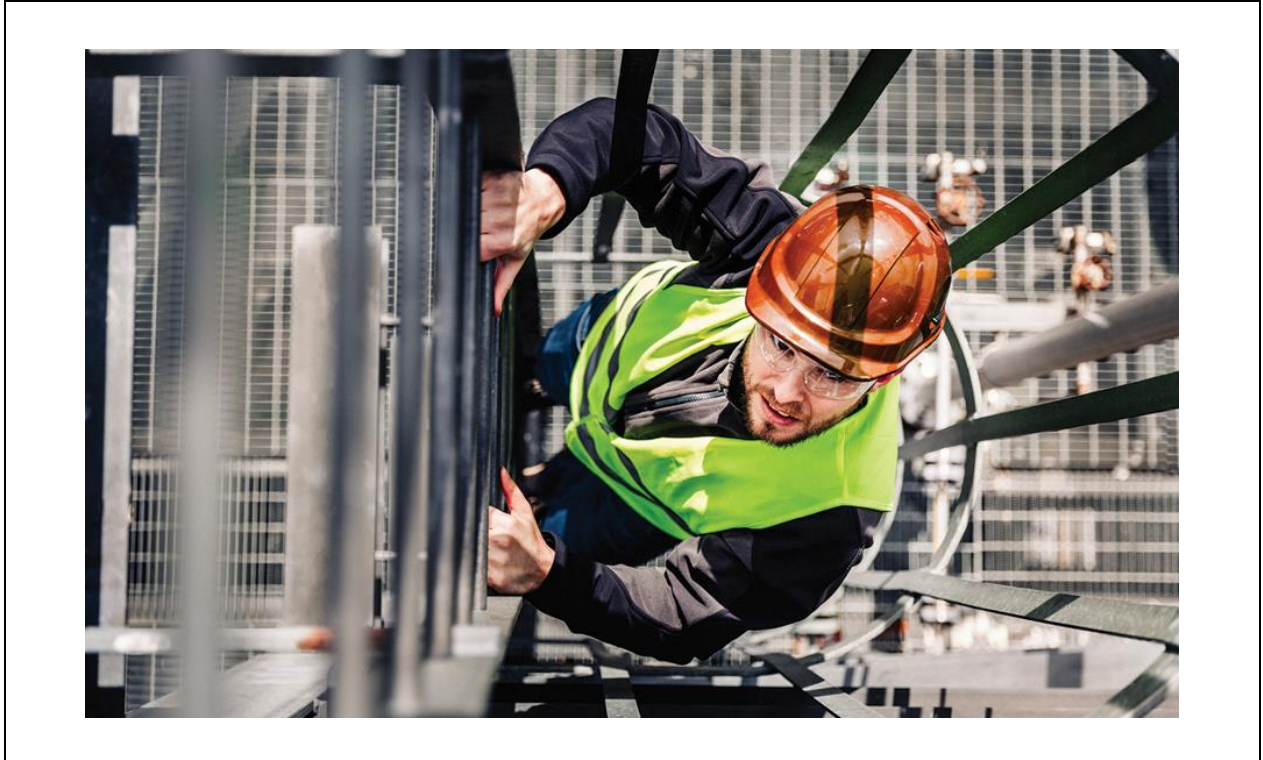
Learning Outcomes

By the end of this course, participants will be able to:

- Understand the principles and importance of commercial risk management
- Identify and assess commercial risks across contracts, projects, procurement, and business operations
- Apply structured risk assessment and prioritization methodologies
- Manage contractual, financial, market, and supply chain risks effectively
- Evaluate commercial risks during negotiations and contract formation
- Prevent and manage claims, disputes, and commercial conflicts
- Develop risk mitigation strategies and commercial control mechanisms
- Monitor and report commercial risks using KRIs and dashboards
- Support strategic decision-making through risk-informed analysis
- Develop a comprehensive Commercial Risk Management Framework that enhances profitability, resilience, governance, and long-term business performance

Practical Sessions

This practical and highly-interactive course includes real-life case studies and exercises:-



Course Coordinator

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