Haward Technology Middle East

COURSE OVERVIEW AI0018
AI in Contract Management

Course Title
AI in Contract Management

Course Date/Venue
October 27-31, 2025/TBA Meeting Room, Grand Millennium Al Wahda Hotel, Abu Dhabi, UAE

Course Reference
AI0018

Course Duration/Credits
Five days/3.0 CEUs/30 PDHs

Course Objectives

This practical and highly-interactive course includes various practical sessions and exercises. Theory learnt will be applied using our state-of-the-art simulators.

This course is designed to provide participants with a detailed and up-to-date overview of AI in Contract Management. It covers the AI in contracting and AI technologies in contract management; the contract lifecycle, AI applications, data management and AI integration and challenges and opportunities; the AI-powered drafting tools and AI in contract review, contract negotiation support, risk management through AI and AI and regulatory compliance; the contract analytics fundamentals, supplier and counterparty analytics and contract performance monitoring; and the dispute detection, escalation prediction and risk quantification of disputes.

During this interactive course, participants will learn the redundant contracts, spend consolidation opportunities, pricing anomaly detection and AI-enabled renegotiation triggers; the AI for strategic contracting, blockchain and smart contracts and AI and knowledge management; the advanced NLP in contracting, AI governance and ethical issues and AI implementation roadmap; the key CMS with AI modules and integrating with corporate P&C systems; the custom versus off-the-shelf solutions and cloud versus on-premise deployment; the upskilling contract specialists for AI, roles and responsibilities, human-AI collaboration model and building AI centers of excellence; the future trends in AI and contracting and generative AI for full contract creation; and the autonomous negotiations, predictive legal analytics and AI in global regulatory monitoring.

Course Objectives

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

- Apply and gain an in-depth knowledge on AI in contract management

- Discuss AI in contracting and AI technologies in contract management

- Illustrate contract lifecycle, AI applications, data management and AI integration and including challenges and opportunities

- Recognize AI-powered drafting tools and apply AI in contract review, contract negotiation support, risk management through AI and AI and regulatory compliance

- Apply contract analytics fundamentals, supplier and counterparty analytics and contract performance monitoring

- Employ dispute detection and escalation prediction and risk quantification of disputes as well as identify redundant contracts, spend consolidation opportunities, pricing anomaly detection and AI-enabled renegotiation triggers

- Apply AI for strategic contracting, blockchain and smart contracts and AI and knowledge management

- Discuss advanced NLP in contracting, AI governance and ethical issues and AI implementation roadmap

- Recognize key CMS with AI modules, integrate with corporate P&C systems, custom versus off-the-shelf solutions and cloud versus on-premise deployment

- Assess upskilling contract specialists for AI, redefine roles and responsibilities and describe human-AI collaboration model and building AI centers of excellence

- Discuss the future trends in AI and contracting covering generative ai for full contract creation, autonomous negotiations, predictive legal analytics and AI in global regulatory monitoring

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 AI in contract management for contract managers, contract administrators, procurement and supply chain professionals, legal and compliance officers, project managers handling contracts, vendor and supplier relationship managers, risk management specialists, business analysts and data analysts in contracting functions, IT professionals supporting contract systems, senior management and decision-makers interested in ai applications for contracting and senior contract specialist-contract P&C.

Accommodation

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

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:

- **BAC** 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.

- **IACET ACCREDITED PROVIDER** 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 **3.0 CEUs** (Continuing Education Units) or **30 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 Fee

US$ 5,500 per Delegate + **VAT**. This rate includes H-STK® (Haward Smart Training Kit), buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

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, MSc, BSc, PMI-PMP, PMI-CAPM is a **Senior Project & Management Consultant** with over **30 years** of teaching, training and industrial experience. His expertise lies extensively in the areas of **AI for Managers**: Transforming Decision-Making & Strategy, **AI-Driven Leadership**: Future Skills for Managers, **AI for Contract Lifecycle** Management, **Contract** Management, **Tender** Development, **Contract** Standards & Laws, **Project & Contracts** Management Skills, **Project & Construction** Management, **Project** Planning, Scheduling & Control, **Project** Management, Project Delivery & Governance Framework, **Project** Management Practices, **Project** Management Disciplines, **Project Risk** Management, **Risk** Identification Tools & Techniques, **Project** Life Cycle, **Project Stakeholder** & Governance, **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, **Dispute Resolution** & **Risk** Identification, Myers-Briggs Type Indicator (**MBTI**), **Organization** Development Consultation, Advanced Debriefing of **Emotional** Trauma, **Interpersonal Motivation**, **Model Based Interviewing**, **Leadership Orientation** Programme, **Coaching & Motivation**, **Creative Thinking & Problem-Solving** Techniques, **Emotional Intelligence**, **Presentation** Skills, **Communication & Interpersonal** Skills, Effective **Communication & Influencing** Skills, Effective **Business Writing Skills**, **Writing** Business Documents, **Business Writing** (Memo & Report Writing), **Leadership & Team Building**, Controlling Your **Time & Managing Stress**, **Crisis** Management, Strategic **Human Resources** Management, **Change** Management, **Negotiation** Skills, **Strategic Planning**, **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 is also well-versed in Water Supply System Security, Vulnerability & Terrorism, Integrated Security Systems, Incident Threat Characterization & Analysis, Physical Security Systems, Security Crisis, Security Emergency Plan, Command & Control System, Preventive Actions and Situation Analysis. He was the **Psychologist** & **Project Manager** wherein he was responsible in the project management and private psychology practices.

During his career life, Dr. Le Roux has gained his academic and field experience through his various significant positions and dedication as the **Director**, **Medico Legal Assessor Psychologist**, **Training & Development General Manager**, **Project Manager**, **Account Manager**, **Commercial Sales Manager**, **Manager**, **Sales Engineer**, **Project Specialist**, **Psychology Practitioner**, **Senior HR Consultant**, **Senior Lecturer**, **Senior Consultant/Trainer**, **Business Consultant**, **Assistant Chief Education Specialist**, **ASI Coordinator**, **Part-time Lecturer/Trainer**, **PMP & Scrum Trainer**, **Assessor & Moderator**, **Team Leader**, **Departmental Head**, **Technical Instructor/Qualifying Technician**, **Apprentice Electrician: Signals** 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 (HDCP) & IFS, Mincon, Eagle Support Africa, Sprout Consulting, UKZN, Grey Campus, Classis Seminars, CBM Training, just to name a few.

Dr. Le Roux has a **PhD** in **Commerce Major** 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 **Electrical & Mechanical Engineering**. Further, he is a **Certified Project Management Professional** (**PMI-PMP**), 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.

Course Program

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

Day 1:   *Monday, 27th of October 2025*

0730 – 0800	*Registration & Coffee*
0800 – 0815	*Welcome & Introduction*
0815 – 0830	**PRE-TEST**
0830 – 0900	***Introduction to AI in Contracting*** *Evolution of Contract Management Practices • Role of Digital Transformation in P&C • AI versus Traditional Contract Tools • Value Proposition for Senior Contract Specialists*
0900 - 0930	***AI Technologies in Contract Management*** *Natural Language Processing (NLP) • Machine Learning Models for Legal Language • Predictive Analytics in Contracts • Robotic Process Automation (RPA) in Workflows*
0930 – 0945	*Break*
0945 - 1100	***Contract Lifecycle & AI Applications*** *Drafting Automation & Clause Libraries • Contract Review & Risk Detection • Workflow Automation in Approvals • Renewal & Expiry Tracking*
1100 - 1230	***Data Management & AI Integration*** *Contract Data Structuring • AI-Based Metadata Extraction • Integrating AI with ERP/P2P Systems • Data Governance & Compliance*
1230 – 1245	*Break*
1245 – 1330	***Challenges & Opportunities*** *Legal & Regulatory Acceptance of AI Outputs • Change Management in Corporate P&C Teams • Balancing Automation with Human Oversight • Opportunities for Efficiency & Savings*
1330 - 1420	***Case Studies & Industry Benchmarks*** *AI Adoption in Large Corporate Procurement • Success Stories in Utilities & Energy Sector • Vendor Landscape (Icertis, DocuSign AI, etc.) • Lessons Learned for Implementation*
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:   ***Tuesday, 28th of October 2025***

0730 – 0830	***AI-Powered Drafting Tools*** *Clause Recommendation Engines • Templates & Boilerplate Standardization • AI-Driven Risk Scoring During Drafting • Automated Deviation Identification*
0830 – 0930	***AI in Contract Review*** *Identifying High-Risk Clauses • Detecting Inconsistencies in Contracts • AI versus Manual Review Accuracy Comparison • Contract Redlining Automation*
0930 -0945	*Break*
0945 – 1100	***Contract Negotiation Support*** *AI Negotiation Assistants • Predicting Counterparty Positions • Sentiment & Tone Analysis in Negotiations • Decision-Support Dashboards*
1100 – 1230	***Risk Management Through AI*** *Predictive Risk Scoring Models • Monitoring Compliance Clauses • Flagging Unusual Financial Terms • Early Warning Alerts*
1230 – 1245	*Break*
1245 – 1330	***AI & Regulatory Compliance*** *Embedding Compliance Frameworks • Cross-Jurisdictional Contract Checks • Audit Trail Automation • GDPR & Data Privacy Obligations*
1330 – 1420	***Hands-On Lab: Drafting & Review Demo*** *Demo with AI Drafting Tool • Live Extraction of Risk Clauses • Generating Compliance Checklist • Group Exercise on Real Case*
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:   ***Wednesday, 29th of October 2025***

0730 – 0830	***Contract Analytics Fundamentals*** *Importance of Structured Data • AI Dashboards for KPIs • Spend Analysis with AI • Linking Analytics to P&C Strategy*
0830 – 0930	***Supplier & Counterparty Analytics*** *Supplier Performance Benchmarking • Predictive Supplier Risk Models • Detecting Contract Non-Compliance • Fraud & Anomaly Detection*
0930 -0945	*Break*
0945 – 1100	***Contract Performance Monitoring*** *AI-Driven SLA Monitoring • Milestone Tracking Automation • Penalty/Bonus Clause Monitoring • Predictive Performance Alerts*
1100 – 1230	***AI in Dispute Management*** *Dispute Detection & Escalation Prediction • AI Legal Research Assistants • Automated Case Law Analysis • Risk Quantification of Disputes*
1230 – 1245	*Break*
1245 – 1330	***AI & Cost Optimization*** *Identifying Redundant Contracts • Spend Consolidation Opportunities • Pricing Anomaly Detection • AI-Enabled Renegotiation Triggers*

1330 – 1420	**Case Simulation Workshop** *Analyze Sample Contracts with AI Dashboard • Generate Risk/Performance Insights • Recommend Corrective Actions • Prepare Executive Summary Report*
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 Three*

Day 4:   **Thursday, 30th of October 2025**

0730 – 0830	**AI for Strategic Contracting** *Predictive Sourcing Decisions • AI in Category Management • Contracting Strategies Driven by Data • Linking AI to Enterprise Value*
0830 – 0930	**Blockchain & Smart Contracts** *Smart Contracts Fundamentals • AI + Blockchain Synergies • Self-Executing Contract Case Examples • Risks & Governance of Smart Contracts*
0930 -0945	*Break*
0945 – 1100	**AI & Knowledge Management** *Creating AI-Enabled Clause Libraries • Capturing Lessons Learned • Self-Improving Contract Systems • Integration with Corporate Knowledge Base*
1100 – 1230	**Advanced NLP in Contracting** *Semantic Search Across Contracts • Cross-Language Contract Interpretation • Contextual Clause Similarity Detection • AI-Assisted Legal Translations*
1230 – 1245	*Break*
1245 – 1330	**AI Governance & Ethical Issues** *Bias in AI Contract Tools • Transparency & Explainability Challenges • Ethical Procurement Practices • Legal Accountability of AI Recommendations*
1330 – 1420	**Hands-On Exercise: Smart Contract Demo** *Explore Ethereum/Hyperledger Use Case • Design Self-Executing Payment Clause • AI-Based Compliance Validation • Discussion on Legal Enforceability*
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 Four*

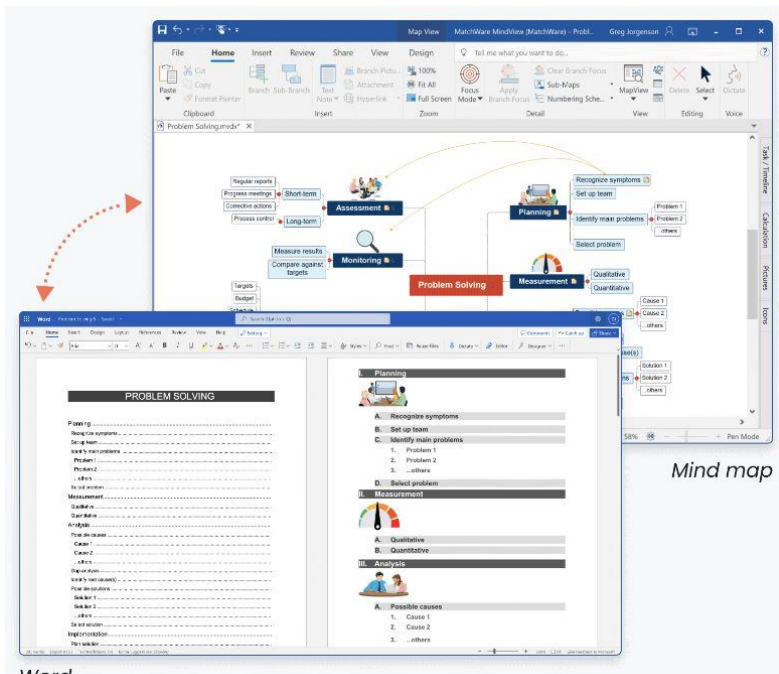**Day 5:**   **Friday, 31st of October 2025**

0730 – 0830	**AI Implementation Roadmap** *Assessing Organizational Readiness • Building AI Business Case for P&C • Vendor Selection & Pilot Planning • Change Management Strategies*
0830 – 0930	**AI in Contract Management Systems (CMS)** *Key CMS with AI Modules (Icertis, SAP Ariba) • Integration with Corporate P&C Systems • Custom versus Off-the-Shelf Solutions • Cloud versus On-Premise Deployment*
0930 -0945	*Break*

0945 – 1100	**Organizational Transformation** *Upskilling Contract Specialists for AI • Redefining Roles & Responsibilities • Human-AI Collaboration Model • Building AI Centers of Excellence*
1100 - 1230	**Future Trends in AI & Contracting** *Generative AI for Full Contract Creation • Autonomous Negotiations • Predictive Legal Analytics • AI in Global Regulatory Monitoring*
1230 – 1245	*Break*
1245 - 1345	**Capstone Case Study: End-to-End AI Contract Cycle** *Drafting → Review → Negotiation → Monitoring • Using AI Tools Across Full Lifecycle • Risk Scoring & Compliance Checks • Generating Executive Dashboards*
1345 – 1400	**Course Conclusion** *Using this Course Overview, the Instructor(s) will Brief Participants about the Course Topics that were Covered During the Course*
1400 – 1415	**POST-TEST**
1415 – 1430	*Presentation of Course Certificates*
1430	*Lunch & End of Course*

Simulator (Hands-on Practical Sessions)

Practical sessions will be organized during the course for delegates to practice the theory learnt. Delegates will be provided with an opportunity to carryout various exercises using the "Mindview Software", "Visio Software", "ChatGPT" and "PMI Infinity".
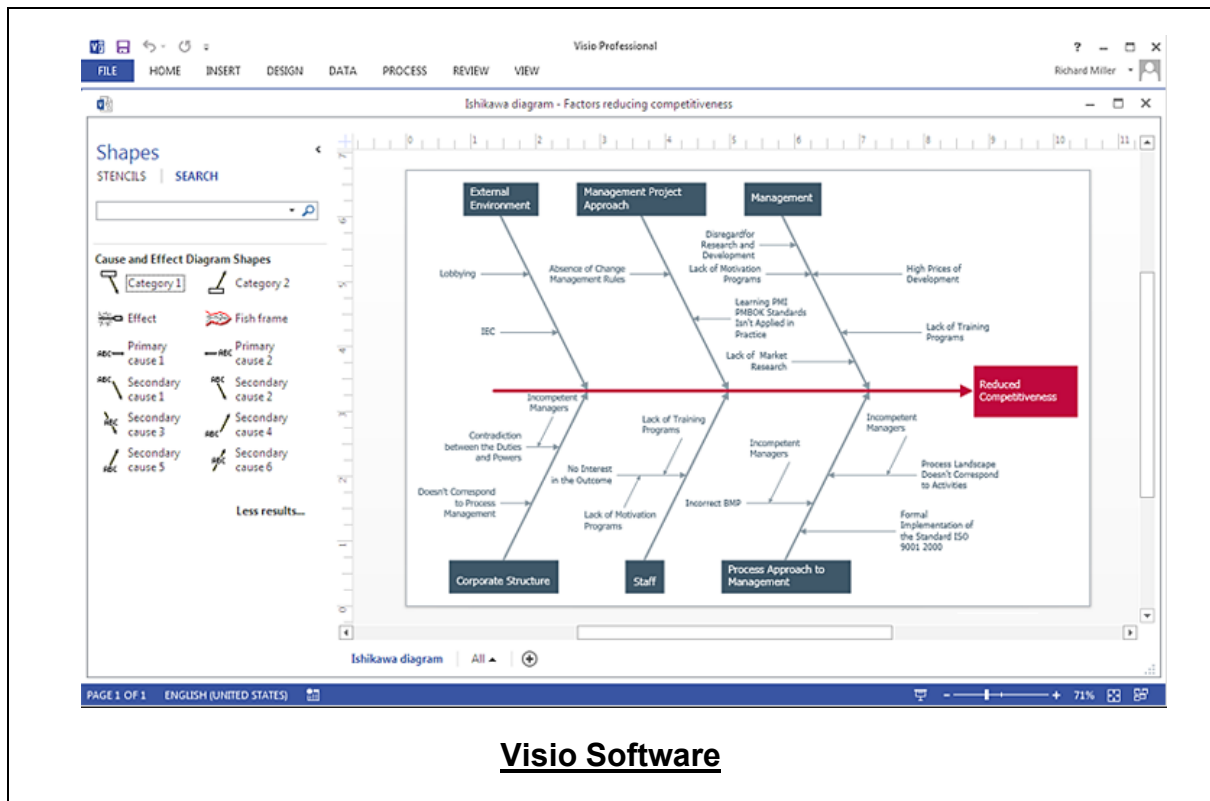

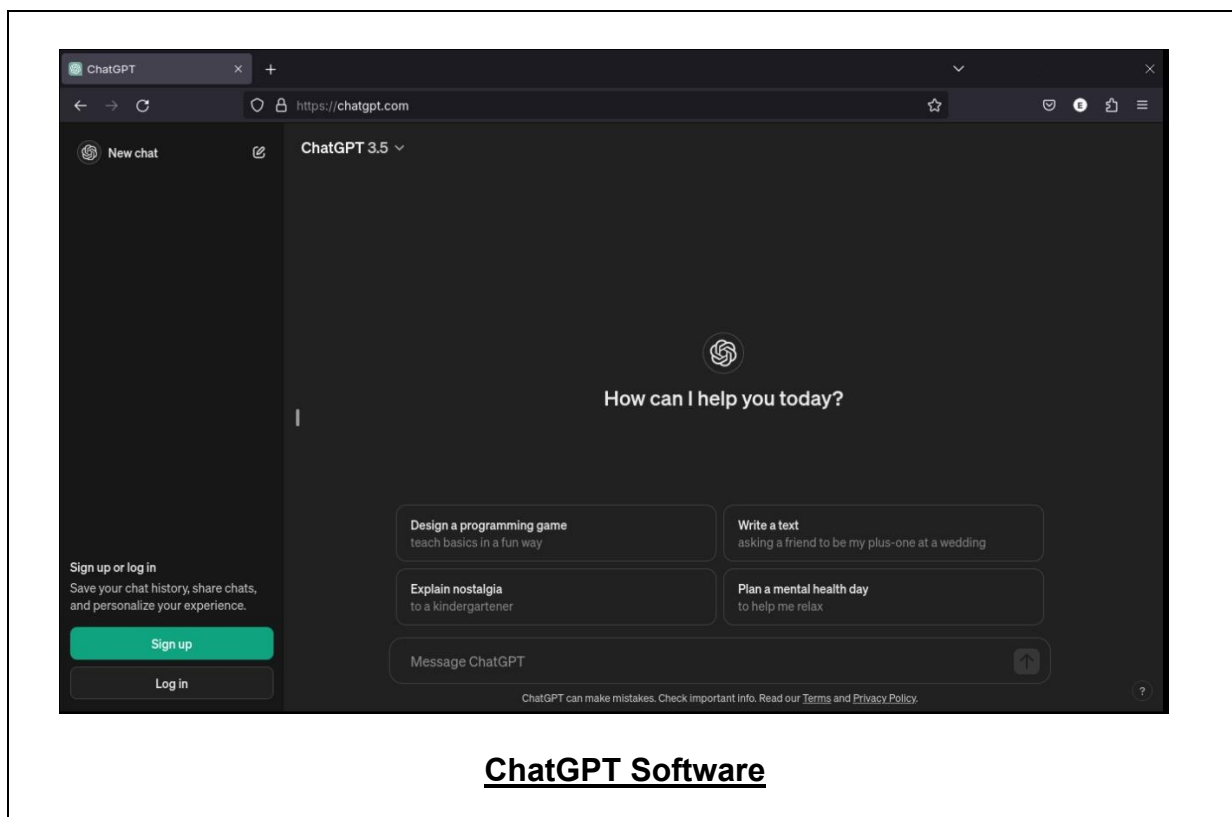**Mindview Software**

Visio Software
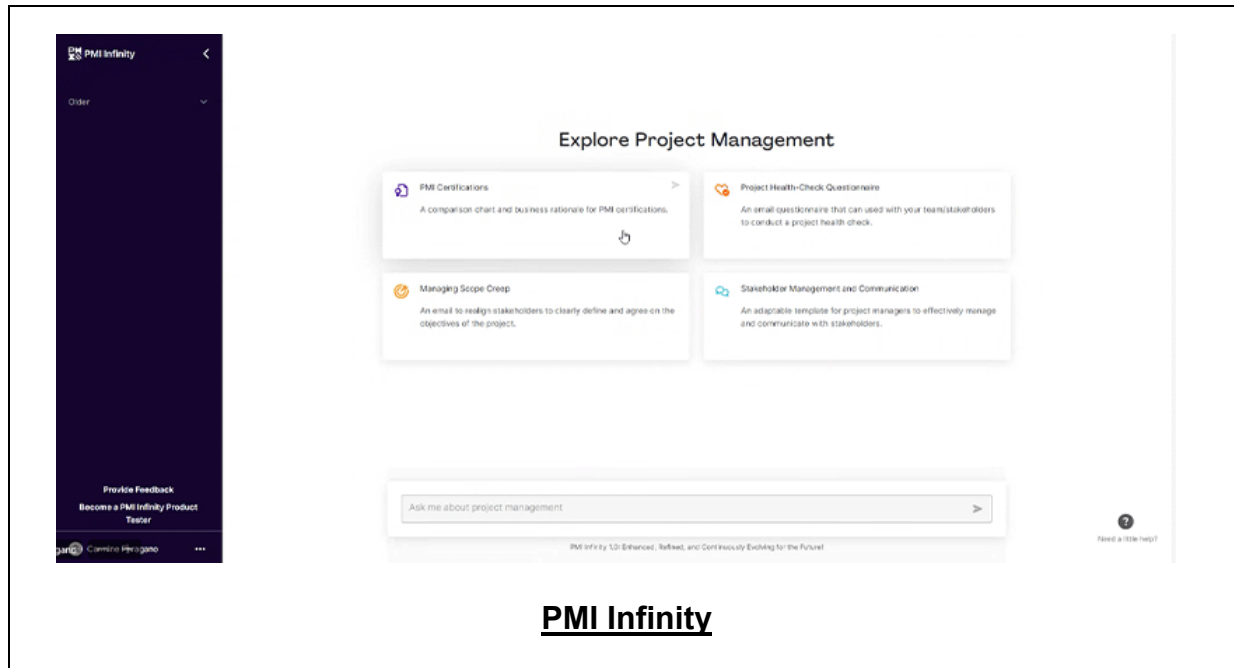

ChatGPT Software

PMI Infinity

Course Coordinator
Mari Nakintu, Tel: +971 2 30 91 714, Email: mari1@haward.org