Datastat Research
Building Capacity in Training and Research

# DATASTAT TRAINING IN

OFFICIAL COURSE PROSPECTUS

Center for Advanced Research & Professional Development

Nairobi Training Center • Global Virtual Academy • Corporate On-Site

PROJECT MANAGEMENT

# Contract Types & Selection Strategies Training Course

Comprehensive Course Syllabus, Practical Modules & Upcoming Schedules

## PROGRAM SPECIFICATIONS & HIGHLIGHTS

DURATION
**10 Days Practical Hands-on**

DELIVERY MODES
**In-Person Class & Live Virtual**

CERTIFICATION
**Accredited Certificate of Completion**

INTAKES / DATES
**Multiple Cohort Schedules Included**

PREPARED FOR:

**Valued Participant**

Email: training@datastatresearch.org | Issued: November 25, 2026

**Academic & Professional Training Year: 2026**

**DATASTAT TRAINING INSTITUTE**

P.O. Box 102802-00101, Nairobi, Kenya

Training Centers: Nairobi • Mombasa • Kigali • Dubai • Live Virtual Academy

Tel: +254 724 527 104 | +254 734 969 612

Email: training@datastatresearch.org

**www.datastatresearch.org**

# Contract Types & Selection Strategies Training Course

**Project Management • 10 Days Intensive • Accredited Certification**

## Course Overview

Contract Types & Selection Strategies Training Course is designed to provide professionals with comprehensive, practical, and strategic knowledge of modern contract management in complex project and organizational environments.

### Key Skills & Software Tools Covered

MS Word • SAP Ariba • Oracle Procurement Cloud • and Coupa

## Upcoming Training Schedules

Confirmed cohort intakes and venues. Both physical in-person classroom and live virtual online seats are available.

| TRAINING DATES | LOCATION / VENUE | FORMAT / DURATION | INVESTMENT (FEE) |
|---|---|---|---|
| **7 Dec 2026 – 18 Dec 2026** | Nairobi | Classroom / 10d | **$3,000 USD / KES 220,000** |
| **7 Dec 2026 – 18 Dec 2026** | Kigali | Classroom / 10d | **$6,000 USD / KES 110,000** |
| **7 Dec 2026 – 18 Dec 2026** | Dubai | Classroom / 10d | **$10,000 USD / KES 110,000** |
| **7 Dec 2026 – 18 Dec 2026** | Cape Town | Classroom / 10d | **$9,000 USD / KES 110,000** |
| **7 Dec 2026 – 18 Dec 2026** | Addis Ababa | Classroom / 10d | **$6,000 USD / KES 110,000** |
| **7 Dec 2026 – 18 Dec 2026** | Singapore | Classroom / 10d | **$10,000 USD / KES 110,000** |
| **7 Dec 2026 – 18 Dec 2026** | Istanbul | Classroom / 10d | **$10,000 USD / KES 110,000** |
| **7 Dec 2026 – 18 Dec 2026** | Bangkok | Classroom / 10d | **$10,000 USD / KES 110,000** |
| **7 Dec 2026 – 18 Dec 2026** | Accra | Classroom / 10d | **$8,000 USD / KES 110,000** |
| **4 Jan 2027 – 15 Jan 2027** | Nairobi | Classroom / 10d | **$3,000 USD / KES 220,000** |
| **4 Jan 2027 – 15 Jan 2027** | Kigali | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **4 Jan 2027 – 15 Jan 2027** | Dubai | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **4 Jan 2027 – 15 Jan 2027** | Cape Town | Classroom / 10d | **$9,000 USD / KES 220,000** |
| **4 Jan 2027 – 15 Jan 2027** | Addis Ababa | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **4 Jan 2027 – 15 Jan 2027** | Singapore | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **4 Jan 2027 – 15 Jan 2027** | Istanbul | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **4 Jan 2027 – 15 Jan 2027** | Bangkok | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **4 Jan 2027 – 15 Jan 2027** | Accra | Classroom / 10d | **$8,000 USD / KES 220,000** |
| **18 Jan 2027 – 29 Jan 2027** | Nairobi | Classroom / 10d | **$3,000 USD / KES 220,000** |
| **18 Jan 2027 – 29 Jan 2027** | Kigali | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **18 Jan 2027 – 29 Jan 2027** | Dubai | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **18 Jan 2027 – 29 Jan 2027** | Cape Town | Classroom / 10d | **$9,000 USD / KES 220,000** |
| **18 Jan 2027 – 29 Jan 2027** | Addis Ababa | Classroom / 10d | **$6,000 USD / KES 220,000** |

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| **18 Jan 2027 – 29 Jan 2027** | Singapore | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **18 Jan 2027 – 29 Jan 2027** | Istanbul | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **18 Jan 2027 – 29 Jan 2027** | Bangkok | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **18 Jan 2027 – 29 Jan 2027** | Accra | Classroom / 10d | **$8,000 USD / KES 220,000** |
| **1 Feb 2027 – 12 Feb 2027** | Nairobi | Classroom / 10d | **$3,000 USD / KES 220,000** |
| **1 Feb 2027 – 12 Feb 2027** | Kigali | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **1 Feb 2027 – 12 Feb 2027** | Dubai | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **1 Feb 2027 – 12 Feb 2027** | Cape Town | Classroom / 10d | **$9,000 USD / KES 220,000** |
| **1 Feb 2027 – 12 Feb 2027** | Addis Ababa | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **1 Feb 2027 – 12 Feb 2027** | Singapore | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **1 Feb 2027 – 12 Feb 2027** | Istanbul | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **1 Feb 2027 – 12 Feb 2027** | Bangkok | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **1 Feb 2027 – 12 Feb 2027** | Accra | Classroom / 10d | **$8,000 USD / KES 220,000** |
| **15 Feb 2027 – 26 Feb 2027** | Nairobi | Classroom / 10d | **$3,000 USD / KES 220,000** |
| **15 Feb 2027 – 26 Feb 2027** | Kigali | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **15 Feb 2027 – 26 Feb 2027** | Dubai | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **15 Feb 2027 – 26 Feb 2027** | Cape Town | Classroom / 10d | **$9,000 USD / KES 220,000** |
| **15 Feb 2027 – 26 Feb 2027** | Addis Ababa | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **15 Feb 2027 – 26 Feb 2027** | Singapore | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **15 Feb 2027 – 26 Feb 2027** | Istanbul | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **15 Feb 2027 – 26 Feb 2027** | Bangkok | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **15 Feb 2027 – 26 Feb 2027** | Accra | Classroom / 10d | **$8,000 USD / KES 220,000** |
| **1 Mar 2027 – 12 Mar 2027** | Nairobi | Classroom / 10d | **$3,000 USD / KES 220,000** |
| **1 Mar 2027 – 12 Mar 2027** | Kigali | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **1 Mar 2027 – 12 Mar 2027** | Dubai | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **1 Mar 2027 – 12 Mar 2027** | Cape Town | Classroom / 10d | **$9,000 USD / KES 220,000** |
| **1 Mar 2027 – 12 Mar 2027** | Addis Ababa | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **1 Mar 2027 – 12 Mar 2027** | Singapore | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **1 Mar 2027 – 12 Mar 2027** | Istanbul | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **1 Mar 2027 – 12 Mar 2027** | Bangkok | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **1 Mar 2027 – 12 Mar 2027** | Accra | Classroom / 10d | **$8,000 USD / KES 220,000** |
| **15 Mar 2027 – 26 Mar 2027** | Nairobi | Classroom / 10d | **$3,000 USD / KES 220,000** |

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|---|---|---|---|
| **15 Mar 2027 – 26 Mar 2027** | Kigali | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **15 Mar 2027 – 26 Mar 2027** | Dubai | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **15 Mar 2027 – 26 Mar 2027** | Cape Town | Classroom / 10d | **$9,000 USD / KES 220,000** |
| **15 Mar 2027 – 26 Mar 2027** | Addis Ababa | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **15 Mar 2027 – 26 Mar 2027** | Singapore | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **15 Mar 2027 – 26 Mar 2027** | Istanbul | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **15 Mar 2027 – 26 Mar 2027** | Bangkok | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **15 Mar 2027 – 26 Mar 2027** | Accra | Classroom / 10d | **$8,000 USD / KES 220,000** |
| **29 Mar 2027 – 9 Apr 2027** | Nairobi | Classroom / 10d | **$3,000 USD / KES 220,000** |
| **29 Mar 2027 – 9 Apr 2027** | Kigali | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **29 Mar 2027 – 9 Apr 2027** | Dubai | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **29 Mar 2027 – 9 Apr 2027** | Cape Town | Classroom / 10d | **$9,000 USD / KES 220,000** |
| **29 Mar 2027 – 9 Apr 2027** | Addis Ababa | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **29 Mar 2027 – 9 Apr 2027** | Singapore | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **29 Mar 2027 – 9 Apr 2027** | Istanbul | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **29 Mar 2027 – 9 Apr 2027** | Bangkok | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **29 Mar 2027 – 9 Apr 2027** | Accra | Classroom / 10d | **$8,000 USD / KES 220,000** |
| **12 Apr 2027 – 23 Apr 2027** | Nairobi | Classroom / 10d | **$3,000 USD / KES 220,000** |
| **12 Apr 2027 – 23 Apr 2027** | Kigali | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **12 Apr 2027 – 23 Apr 2027** | Dubai | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **12 Apr 2027 – 23 Apr 2027** | Cape Town | Classroom / 10d | **$9,000 USD / KES 220,000** |
| **12 Apr 2027 – 23 Apr 2027** | Addis Ababa | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **12 Apr 2027 – 23 Apr 2027** | Singapore | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **12 Apr 2027 – 23 Apr 2027** | Istanbul | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **12 Apr 2027 – 23 Apr 2027** | Bangkok | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **12 Apr 2027 – 23 Apr 2027** | Accra | Classroom / 10d | **$8,000 USD / KES 220,000** |
| **26 Apr 2027 – 7 May 2027** | Nairobi | Classroom / 10d | **$3,000 USD / KES 220,000** |
| **26 Apr 2027 – 7 May 2027** | Kigali | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **26 Apr 2027 – 7 May 2027** | Dubai | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **26 Apr 2027 – 7 May 2027** | Cape Town | Classroom / 10d | **$9,000 USD / KES 220,000** |
| **26 Apr 2027 – 7 May 2027** | Addis Ababa | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **26 Apr 2027 – 7 May 2027** | Singapore | Classroom / 10d | **$10,000 USD / KES 220,000** |

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| **26 Apr 2027 – 7 May 2027** | Istanbul | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **26 Apr 2027 – 7 May 2027** | Bangkok | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **26 Apr 2027 – 7 May 2027** | Accra | Classroom / 10d | **$8,000 USD / KES 220,000** |
| **10 May 2027 – 21 May 2027** | Nairobi | Classroom / 10d | **$3,000 USD / KES 220,000** |
| **10 May 2027 – 21 May 2027** | Kigali | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **10 May 2027 – 21 May 2027** | Dubai | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **10 May 2027 – 21 May 2027** | Cape Town | Classroom / 10d | **$9,000 USD / KES 220,000** |
| **10 May 2027 – 21 May 2027** | Addis Ababa | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **10 May 2027 – 21 May 2027** | Singapore | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **10 May 2027 – 21 May 2027** | Istanbul | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **10 May 2027 – 21 May 2027** | Bangkok | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **10 May 2027 – 21 May 2027** | Accra | Classroom / 10d | **$8,000 USD / KES 220,000** |
| **24 May 2027 – 4 Jun 2027** | Nairobi | Classroom / 10d | **$3,000 USD / KES 220,000** |
| **24 May 2027 – 4 Jun 2027** | Kigali | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **24 May 2027 – 4 Jun 2027** | Dubai | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **24 May 2027 – 4 Jun 2027** | Cape Town | Classroom / 10d | **$9,000 USD / KES 220,000** |
| **24 May 2027 – 4 Jun 2027** | Addis Ababa | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **24 May 2027 – 4 Jun 2027** | Singapore | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **24 May 2027 – 4 Jun 2027** | Istanbul | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **24 May 2027 – 4 Jun 2027** | Bangkok | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **24 May 2027 – 4 Jun 2027** | Accra | Classroom / 10d | **$8,000 USD / KES 220,000** |
| **7 Jun 2027 – 18 Jun 2027** | Nairobi | Classroom / 10d | **$3,000 USD / KES 220,000** |
| **7 Jun 2027 – 18 Jun 2027** | Kigali | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **7 Jun 2027 – 18 Jun 2027** | Dubai | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **7 Jun 2027 – 18 Jun 2027** | Cape Town | Classroom / 10d | **$9,000 USD / KES 220,000** |
| **7 Jun 2027 – 18 Jun 2027** | Addis Ababa | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **7 Jun 2027 – 18 Jun 2027** | Singapore | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **7 Jun 2027 – 18 Jun 2027** | Istanbul | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **7 Jun 2027 – 18 Jun 2027** | Bangkok | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **7 Jun 2027 – 18 Jun 2027** | Accra | Classroom / 10d | **$8,000 USD / KES 220,000** |
| **21 Jun 2027 – 2 Jul 2027** | Nairobi | Classroom / 10d | **$3,000 USD / KES 220,000** |
| **21 Jun 2027 – 2 Jul 2027** | Kigali | Classroom / 10d | **$6,000 USD / KES 220,000** |

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| **21 Jun 2027 – 2 Jul 2027** | Dubai | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **21 Jun 2027 – 2 Jul 2027** | Cape Town | Classroom / 10d | **$9,000 USD / KES 220,000** |
| **21 Jun 2027 – 2 Jul 2027** | Addis Ababa | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **21 Jun 2027 – 2 Jul 2027** | Singapore | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **21 Jun 2027 – 2 Jul 2027** | Istanbul | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **21 Jun 2027 – 2 Jul 2027** | Bangkok | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **21 Jun 2027 – 2 Jul 2027** | Accra | Classroom / 10d | **$8,000 USD / KES 220,000** |
| **5 Jul 2027 – 16 Jul 2027** | Nairobi | Classroom / 10d | **$3,000 USD / KES 220,000** |
| **5 Jul 2027 – 16 Jul 2027** | Kigali | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **5 Jul 2027 – 16 Jul 2027** | Dubai | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **5 Jul 2027 – 16 Jul 2027** | Cape Town | Classroom / 10d | **$9,000 USD / KES 220,000** |
| **5 Jul 2027 – 16 Jul 2027** | Addis Ababa | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **5 Jul 2027 – 16 Jul 2027** | Singapore | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **5 Jul 2027 – 16 Jul 2027** | Istanbul | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **5 Jul 2027 – 16 Jul 2027** | Bangkok | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **5 Jul 2027 – 16 Jul 2027** | Accra | Classroom / 10d | **$8,000 USD / KES 220,000** |
| **19 Jul 2027 – 30 Jul 2027** | Nairobi | Classroom / 10d | **$3,000 USD / KES 220,000** |
| **19 Jul 2027 – 30 Jul 2027** | Kigali | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **19 Jul 2027 – 30 Jul 2027** | Dubai | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **19 Jul 2027 – 30 Jul 2027** | Cape Town | Classroom / 10d | **$9,000 USD / KES 220,000** |
| **19 Jul 2027 – 30 Jul 2027** | Addis Ababa | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **19 Jul 2027 – 30 Jul 2027** | Singapore | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **19 Jul 2027 – 30 Jul 2027** | Istanbul | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **19 Jul 2027 – 30 Jul 2027** | Bangkok | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **19 Jul 2027 – 30 Jul 2027** | Accra | Classroom / 10d | **$8,000 USD / KES 220,000** |
| **2 Aug 2027 – 13 Aug 2027** | Nairobi | Classroom / 10d | **$3,000 USD / KES 220,000** |
| **2 Aug 2027 – 13 Aug 2027** | Kigali | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **2 Aug 2027 – 13 Aug 2027** | Dubai | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **2 Aug 2027 – 13 Aug 2027** | Cape Town | Classroom / 10d | **$9,000 USD / KES 220,000** |
| **2 Aug 2027 – 13 Aug 2027** | Addis Ababa | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **2 Aug 2027 – 13 Aug 2027** | Singapore | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **2 Aug 2027 – 13 Aug 2027** | Istanbul | Classroom / 10d | **$10,000 USD / KES 220,000** |

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|---|---|---|---|
| **2 Aug 2027 – 13 Aug 2027** | Bangkok | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **2 Aug 2027 – 13 Aug 2027** | Accra | Classroom / 10d | **$8,000 USD / KES 220,000** |
| **16 Aug 2027 – 27 Aug 2027** | Nairobi | Classroom / 10d | **$3,000 USD / KES 220,000** |
| **16 Aug 2027 – 27 Aug 2027** | Kigali | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **16 Aug 2027 – 27 Aug 2027** | Dubai | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **16 Aug 2027 – 27 Aug 2027** | Cape Town | Classroom / 10d | **$9,000 USD / KES 220,000** |
| **16 Aug 2027 – 27 Aug 2027** | Addis Ababa | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **16 Aug 2027 – 27 Aug 2027** | Singapore | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **16 Aug 2027 – 27 Aug 2027** | Istanbul | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **16 Aug 2027 – 27 Aug 2027** | Bangkok | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **16 Aug 2027 – 27 Aug 2027** | Accra | Classroom / 10d | **$8,000 USD / KES 220,000** |
| **30 Aug 2027 – 10 Sep 2027** | Nairobi | Classroom / 10d | **$3,000 USD / KES 220,000** |
| **30 Aug 2027 – 10 Sep 2027** | Kigali | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **30 Aug 2027 – 10 Sep 2027** | Dubai | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **30 Aug 2027 – 10 Sep 2027** | Cape Town | Classroom / 10d | **$9,000 USD / KES 220,000** |
| **30 Aug 2027 – 10 Sep 2027** | Addis Ababa | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **30 Aug 2027 – 10 Sep 2027** | Singapore | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **30 Aug 2027 – 10 Sep 2027** | Istanbul | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **30 Aug 2027 – 10 Sep 2027** | Bangkok | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **30 Aug 2027 – 10 Sep 2027** | Accra | Classroom / 10d | **$8,000 USD / KES 220,000** |
| **13 Sep 2027 – 24 Sep 2027** | Nairobi | Classroom / 10d | **$3,000 USD / KES 220,000** |
| **13 Sep 2027 – 24 Sep 2027** | Kigali | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **13 Sep 2027 – 24 Sep 2027** | Dubai | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **13 Sep 2027 – 24 Sep 2027** | Cape Town | Classroom / 10d | **$9,000 USD / KES 220,000** |
| **13 Sep 2027 – 24 Sep 2027** | Addis Ababa | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **13 Sep 2027 – 24 Sep 2027** | Singapore | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **13 Sep 2027 – 24 Sep 2027** | Istanbul | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **13 Sep 2027 – 24 Sep 2027** | Bangkok | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **13 Sep 2027 – 24 Sep 2027** | Accra | Classroom / 10d | **$8,000 USD / KES 220,000** |
| **27 Sep 2027 – 8 Oct 2027** | Nairobi | Classroom / 10d | **$3,000 USD / KES 220,000** |
| **27 Sep 2027 – 8 Oct 2027** | Kigali | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **27 Sep 2027 – 8 Oct 2027** | Dubai | Classroom / 10d | **$10,000 USD / KES 220,000** |

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| **27 Sep 2027 – 8 Oct 2027** | Cape Town | Classroom / 10d | **$9,000 USD / KES 220,000** |
| **27 Sep 2027 – 8 Oct 2027** | Addis Ababa | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **27 Sep 2027 – 8 Oct 2027** | Singapore | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **27 Sep 2027 – 8 Oct 2027** | Istanbul | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **27 Sep 2027 – 8 Oct 2027** | Bangkok | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **27 Sep 2027 – 8 Oct 2027** | Accra | Classroom / 10d | **$8,000 USD / KES 220,000** |
| **11 Oct 2027 – 22 Oct 2027** | Kigali | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **11 Oct 2027 – 22 Oct 2027** | Dubai | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **11 Oct 2027 – 22 Oct 2027** | Cape Town | Classroom / 10d | **$9,000 USD / KES 220,000** |
| **11 Oct 2027 – 22 Oct 2027** | Addis Ababa | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **11 Oct 2027 – 22 Oct 2027** | Singapore | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **11 Oct 2027 – 22 Oct 2027** | Istanbul | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **11 Oct 2027 – 22 Oct 2027** | Bangkok | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **11 Oct 2027 – 22 Oct 2027** | Accra | Classroom / 10d | **$8,000 USD / KES 220,000** |
| **11 Oct 2027 – 22 Oct 2027** | Nairobi | Classroom / 10d | **$3,000 USD / KES 220,000** |
| **25 Oct 2027 – 5 Nov 2027** | Nairobi | Classroom / 10d | **$3,000 USD / KES 220,000** |
| **25 Oct 2027 – 5 Nov 2027** | Kigali | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **25 Oct 2027 – 5 Nov 2027** | Dubai | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **25 Oct 2027 – 5 Nov 2027** | Cape Town | Classroom / 10d | **$9,000 USD / KES 220,000** |
| **25 Oct 2027 – 5 Nov 2027** | Addis Ababa | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **25 Oct 2027 – 5 Nov 2027** | Singapore | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **25 Oct 2027 – 5 Nov 2027** | Istanbul | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **25 Oct 2027 – 5 Nov 2027** | Bangkok | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **25 Oct 2027 – 5 Nov 2027** | Accra | Classroom / 10d | **$8,000 USD / KES 220,000** |
| **8 Nov 2027 – 19 Nov 2027** | Nairobi | Classroom / 10d | **$3,000 USD / KES 220,000** |
| **8 Nov 2027 – 19 Nov 2027** | Kigali | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **8 Nov 2027 – 19 Nov 2027** | Dubai | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **8 Nov 2027 – 19 Nov 2027** | Cape Town | Classroom / 10d | **$9,000 USD / KES 220,000** |
| **8 Nov 2027 – 19 Nov 2027** | Addis Ababa | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **8 Nov 2027 – 19 Nov 2027** | Singapore | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **8 Nov 2027 – 19 Nov 2027** | Istanbul | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **8 Nov 2027 – 19 Nov 2027** | Bangkok | Classroom / 10d | **$10,000 USD / KES 220,000** |

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| **8 Nov 2027 – 19 Nov 2027** | Accra | Classroom / 10d | **$8,000 USD / KES 220,000** |
| **22 Nov 2027 – 3 Dec 2027** | Nairobi | Classroom / 10d | **$3,000 USD / KES 220,000** |
| **22 Nov 2027 – 3 Dec 2027** | Kigali | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **22 Nov 2027 – 3 Dec 2027** | Dubai | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **22 Nov 2027 – 3 Dec 2027** | Cape Town | Classroom / 10d | **$9,000 USD / KES 220,000** |
| **22 Nov 2027 – 3 Dec 2027** | Addis Ababa | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **22 Nov 2027 – 3 Dec 2027** | Singapore | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **22 Nov 2027 – 3 Dec 2027** | Istanbul | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **22 Nov 2027 – 3 Dec 2027** | Bangkok | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **22 Nov 2027 – 3 Dec 2027** | Accra | Classroom / 10d | **$8,000 USD / KES 220,000** |
| **6 Dec 2027 – 17 Dec 2027** | Nairobi | Classroom / 10d | **$3,000 USD / KES 220,000** |
| **6 Dec 2027 – 17 Dec 2027** | Kigali | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **6 Dec 2027 – 17 Dec 2027** | Dubai | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **6 Dec 2027 – 17 Dec 2027** | Cape Town | Classroom / 10d | **$9,000 USD / KES 220,000** |
| **6 Dec 2027 – 17 Dec 2027** | Addis Ababa | Classroom / 10d | **$6,000 USD / KES 220,000** |
| **6 Dec 2027 – 17 Dec 2027** | Singapore | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **6 Dec 2027 – 17 Dec 2027** | Istanbul | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **6 Dec 2027 – 17 Dec 2027** | Bangkok | Classroom / 10d | **$10,000 USD / KES 220,000** |
| **6 Dec 2027 – 17 Dec 2027** | Accra | Classroom / 10d | **$8,000 USD / KES 220,000** |

* Corporate discounts and customized cohort scheduling are available for teams of 3 or more participants.

## Course Curriculum & Modules

**Contract Types & Selection Strategies Training Course**

**Introduction**

**Contract Types & Selection Strategies Training Course is designed to provide professionals with comprehensive, practical, and strategic knowledge of modern contract management in complex project and organizational environments. The course emphasizes contract frameworks, risk allocation, procurement strategy alignment, and value-driven contract selection, equipping participants with in-demand competencies such as commercial governance, cost control, supplier relationship management, and performance-based contracting. Through real-world applications, learners gain a strong understanding of how contract structures influence project success, compliance, accountability, and financial outcomes across industries.**

**In today's competitive and regulated business landscape, selecting the right contract type is a critical strategic decision that directly impacts cost efficiency, risk exposure, stakeholder relationships, and delivery performance. This course integrates global best practices, industry standards, and emerging trends such as agile contracting, collaborative contracting, and digital procurement. Participants will develop analytical skills to evaluate contract scenarios, align contracts with organizational objectives, and apply selection strategies that support sustainability, transparency, and long-term value creation.**

### Course Objectives

- Develop a strong understanding of major contract types used in projects and operations
- Analyze risk allocation principles across different contract structures
- Apply strategic contract selection techniques to real-world scenarios
- Strengthen decision-making skills in procurement and commercial management

- Enhance cost control and financial accountability through effective contracts
- Understand legal, ethical, and compliance considerations in contracting
- Evaluate supplier performance using contract-based metrics
- Integrate contract strategies with organizational goals and project delivery models
- Improve negotiation outcomes through informed contract selection
- Apply lifecycle-based contract management practices
- Address uncertainty and change using flexible contract approaches
- Leverage data-driven insights for contract evaluation and selection
- Build competency in managing disputes and claims through contract design

Organizational Benefits

- Improved project cost predictability and budget control
- Reduced contractual risks and disputes
- Enhanced supplier and stakeholder relationships
- Increased procurement efficiency and transparency
- Stronger compliance with regulatory and governance requirements
- Better alignment between contracts and strategic objectives
- Improved project delivery performance
- Enhanced organizational capability in commercial decision-making
- Increased return on investment from contracted work
- Strengthened risk management and accountability culture

Target Audiences

- Project managers and program managers
- Procurement and sourcing professionals
- Contract and commercial managers
- Legal and compliance officers
- Finance and cost control professionals
- Engineering and construction professionals
- Operations and supply chain managers
- Senior executives and decision-makers

Course Duration: 10 days

Course Modules

### Module 1: Fundamentals of Contract Management

- Definition and purpose of contracts
- Key elements of a valid contract
- Roles and responsibilities in contract management
- Contract lifecycle overview
- Common contract terminology
- Case study on basic contract formation

### Module 2: Overview of Contract Types

- Fixed-price contracts
- Cost-reimbursable contracts
- Time and materials contracts
- Unit price contracts
- Incentive-based contracts
- Case study on contract type comparison

### Module 3: Fixed-Price Contract Strategies

- Characteristics of fixed-price contracts
- Advantages and limitations

- Risk allocation considerations
- Cost estimation requirements
- Suitable project scenarios
- Case study on fixed-price implementation

### Module 4: Cost-Reimbursable Contracts

- Cost-plus contract structures
- Allowable and non-allowable costs
- Risk sharing mechanisms
- Monitoring and control requirements
- Appropriate use cases
- Case study on cost-reimbursable contracts

### Module 5: Time and Materials Contracts

- Structure and application
- Cost control challenges
- Risk exposure analysis
- Contract administration practices
- Performance monitoring techniques
- Case study on time and materials contracts

### Module 6: Incentive and Performance-Based Contracts

- Types of incentives
- Linking performance to outcomes
- Key performance indicators
- Benefits and risks
- Governance considerations
- Case study on incentive-based contracting

### Module 7: Lump Sum and Unit Rate Contracts

- Pricing mechanisms
- Measurement and valuation
- Risk transfer principles
- Change management issues
- Application in construction and services
- Case study on lump sum contracts

### Module 8: Collaborative and Alliance Contracts

- Principles of collaboration
- Shared risk and reward models
- Trust-based contracting
- Governance structures
- Application in complex projects
- Case study on alliance contracting

### Module 9: Agile and Flexible Contracting

- Agile contract concepts
- Managing uncertainty and change
- Iterative delivery models
- Contractual flexibility clauses
- Digital and innovation-driven projects
- Case study on agile contracts

### Module 10: Contract Selection Criteria

- Project complexity assessment
- Risk profile evaluation
- Market conditions analysis
- Organizational capability considerations
- Strategic alignment factors
- Case study on contract selection decision

### Module 11: Risk Allocation and Mitigation

- Types of contractual risks
- Risk transfer versus risk sharing
- Mitigation strategies
- Insurance and bonding considerations
- Contractual safeguards
- Case study on risk allocation

### Module 12: Negotiation and Contract Award Strategies

- Pre-award planning
- Negotiation techniques
- Commercial evaluation criteria
- Ethical considerations
- Award decision processes
- Case study on contract negotiation

### Module 13: Contract Administration and Performance Management

- Monitoring contractor performance
- Change and variation management
- Payment and invoicing controls
- Documentation and reporting
- Relationship management
- Case study on contract administration

### Module 14: Dispute Resolution and Claims Management

- Common sources of disputes
- Claims prevention strategies
- Dispute resolution mechanisms
- Arbitration and mediation
- Lessons learned integration
- Case study on dispute management

### Module 15: Strategic Contracting and Organizational Value

- Contracting as a strategic tool
- Long-term supplier partnerships
- Sustainability and ethical contracting
- Digital tools in contract management
- Continuous improvement practices
- Case study on strategic contracting

Training Methodology

- Instructor-led interactive sessions
- Practical exercises and group discussions
- Real-world case study analysis
- Scenario-based decision-making activities
- Industry best practices and standards review
- Knowledge assessments and feedback sessions

Register as a group from 3 participants for a Discount

Send us an email: info@datastatresearch.org or call +254724527104

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to DATASTAT CONSULTANCY LTD account, as indicated in the invoice so as to enable us prepare better for you.

## Certification & Learning Methodology

- Hands-on practical delivery with real-world datasets, case studies, and lab exercises.
- Post-training mentorship, access to class resources, and customized follow-up support.
- Participants who successfully complete the course receive an accredited Datastat Certificate of Completion.

## How to Enroll & Reserve Your Seat

1. Online Registration: Visit https://datastatresearch.org/courses/contract-types-selection-strategies-training-course to register online.
2. Email Booking: Send participant details to training@datastatresearch.org for official invoice & reservation.
3. Support & Assistance: Inquire via phone +254 724 527 104 | +254 734 969 612.