

INTERNATIONAL PROCUREMENT AND CONTRACT LAW FOR PUBLIC SECTOR PROJECTS

Istanbul - Turkey
28 - Dec 2025 - 01 - Jan 2026
\$5,800

GENTEX[®]
TRAINING CENTER



Introduction

International procurement and contract law play a crucial role in the successful execution of public sector projects. Understanding the legal frameworks, procurement processes, and best practices is essential for professionals involved in managing contracts and procurement activities at a global level. This course, provided by Gentex Training Center, offers an in-depth exploration of international procurement regulations, legal considerations, and contract management strategies, equipping participants with the necessary skills to navigate complex procurement challenges effectively.

International Procurement and Contract Law for Public Sector Projects Course Objectives

- Gain a deep understanding of international procurement frameworks and regulations, including the World Trade Organization (WTO) Government Procurement Agreement (GPA) and United Nations Commission on International Trade Law (UNCITRAL) Model Law.
- Learn how to draft, negotiate, and manage contracts for public sector projects while ensuring compliance with legal and regulatory requirements.
- Identify and mitigate risks associated with international procurement, including dispute resolution mechanisms and arbitration procedures.
- Understand ethical considerations and best practices in procurement to promote transparency, accountability, and efficiency.
- Develop strategies for supplier selection, contract performance monitoring, and effective contract administration.

Course Methodology

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The course adopts a practical approach, combining theoretical knowledge with real-world case studies, interactive discussions, and hands-on exercises. Participants will engage in group activities, simulations, and scenario-based learning to enhance their understanding and application of international procurement and contract law principles.

Who Should Take This Course

- Procurement officers and managers
- Legal advisors and contract specialists
- Project managers overseeing public sector contracts
- Government officials responsible for procurement policies
- Consultants and professionals engaged in international procurement

International Procurement and Contract Law for Public Sector Projects Course Outlines

Day 1: Fundamentals of International Procurement and Contract Law

- Overview of international procurement regulations and frameworks
- Key legal principles governing procurement and contracts
- Comparative analysis of public and private sector procurement
- Understanding the procurement lifecycle in public sector projects
- International trade agreements and their impact on procurement

Day 2: Procurement Procedures and Best Practices

- Step-by-step procurement process for public sector projects



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- Bid preparation, evaluation, and contract awarding
- Compliance with international procurement standards
- Managing procurement risks and legal liabilities
- Ethics and transparency in procurement practices

Day 3: Contract Drafting and Negotiation Strategies

- Essential components of a procurement contract
- Drafting enforceable and effective contract terms
- Negotiation techniques for successful contract agreements
- Common contract pitfalls and how to avoid them
- Understanding force majeure and contract termination clauses

Day 4: Contract Management and Performance Monitoring

- Monitoring contract compliance and performance
- Handling contract amendments and modifications
- Dispute resolution and conflict management in procurement contracts
- Arbitration and mediation in international procurement disputes
- Case studies on effective contract management

Day 5: Risk Management and Legal Considerations in Procurement

- Identifying and assessing procurement risks
- Strategies for mitigating procurement fraud and corruption



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- Legal remedies and enforcement mechanisms in contract disputes
- Ensuring accountability and good governance in procurement
- Final assessment and practical application exercises

Conclusion

By successfully completing this course at Gentex Training Center, participants will acquire valuable knowledge and skills to effectively manage international procurement and contract law in public sector projects. With a strong foundation in procurement principles, contract negotiation, risk mitigation, and compliance, participants will be well-equipped to handle complex procurement challenges with confidence and professionalism.

