

# MASTERING CONTRACT LIFECYCLE MANAGEMENT

From Initiation to Closeout: A Guide to Excellence in Oil & Gas Contract Management

3-Day Intensive Training Program

# CONTRACT



# Key Learnings

## Essentials of Contract Lifecycle Management

Application of **FORCE Model** in Contract Management

Developing Best Practice **Scope of Work**

Mitigating **Contract Risks**

**Pre-Contract Award Meeting** Framework

**Contract Performance Management** Framework

**Contract Close Out** Framework

### Course Objective

This course equips participants with essential skills in Contract Lifecycle Management, focusing on contract performance optimization.

Participants will learn to apply tools like the FORCE model, various best practice frameworks and will develop skills in stakeholder management and team coordination for successful contract outcomes.

26

Case Studies

5

Team Exercises

8

Modules

## Meet the Course Author and Director



Lan Srinivasan  
Indian New Zealander

Qualified CA AU & NZ, MFM, London Business School and IMD Switzerland

Lan, an Indian New Zealander, is a highly qualified and accomplished senior executive in finance and strategy. With a remarkable 30-year career in global multinational corporations like Shell, Lan has managed numerous strategic contracts. His extensive global journey has taken him through diverse regions, including the UK, Australia, New Zealand, Japan, South Korea, China, Germany, Greece, North America, Canada, Nigeria, and the Middle East.



## Addressing Real-World Contractual Challenges:



# Your Learning Journey

Module		Topic Coverage	Case Studies	Technical & Soft Skills Acquired
Day 1 to Day 3	<b>Introduction to Contract Lifecycle Management</b>	<ul style="list-style-type: none"> <li>Welcome and Introduction</li> <li>Overview of program objectives and structure.</li> <li>Introduction to participants and trainers.</li> </ul>		<ul style="list-style-type: none"> <li>Contract Lifecycle Management (FORCE Model Implementation)</li> <li>Contract RAM Matrix Application</li> <li>Best Practice Contract Scope and Risk Framework</li> <li>Comprehensive Management Planning</li> <li>Communication</li> <li>Conflict Resolution</li> <li>Risk Management</li> <li>Stakeholder Relationship Management</li> <li>Team Coordination and Collaboration</li> <li>Adaptability</li> </ul>
	<b>The High Cost of Inadequate Contract Management</b>	<ul style="list-style-type: none"> <li>Causes of Inadequate Contract Management</li> <li>Modern Era of Contract Management</li> <li>Getting Below the Surface</li> </ul>	<ul style="list-style-type: none"> <li>Case Study #1</li> <li>Case Study #2</li> <li>Case Study #3</li> <li>Case Study #4</li> <li>Case Study #5</li> </ul>	
	<b>Best Practice Contract Management (FORCE Model)</b>	<ul style="list-style-type: none"> <li>Focus on Contract Objectives</li> <li>Open Communication</li> <li>Review Contract Performance</li> <li>Conflict Resolution and Risk Management</li> <li>Evaluating Contract Post Award</li> </ul>	<ul style="list-style-type: none"> <li>Brief Case Study #6 to #20</li> <li>Real World Case Study #21</li> </ul>	
	<b>Understanding Roles within Contract Management Team (RAM Model)</b>	<ul style="list-style-type: none"> <li>Application of Responsibility Assignment Matrix (RAM Model)</li> </ul>	<ul style="list-style-type: none"> <li>Brief Case Study #22</li> <li>Brief Case Study #23</li> <li>Brief Case Study #24</li> </ul>	
	<b>Best Practice Scope of Work</b>	<ul style="list-style-type: none"> <li>Application of Best Practice Scope of Work Framework</li> </ul>	<ul style="list-style-type: none"> <li>Exercise #1</li> </ul>	
	<b>Best Practice Risk Management</b>	<ul style="list-style-type: none"> <li>Application of Best Practice Risk Management Framework</li> </ul>	<ul style="list-style-type: none"> <li>Exercise #2</li> </ul>	
	<b>Relationship Management in Contract Management</b>	<ul style="list-style-type: none"> <li>Managing Internal and External Stakeholders</li> </ul>	<ul style="list-style-type: none"> <li>Case Study #25</li> <li>Case Study #26</li> </ul>	
	<b>Contract Management Plan</b>	<ul style="list-style-type: none"> <li>Pre-Contract Award Meeting Framework</li> <li>Contract Performance Management Framework</li> <li>Contract Close Out Framework</li> </ul>	<ul style="list-style-type: none"> <li>Exercise #3</li> <li>Exercise #4</li> <li>Exercise #5</li> </ul>	



# Start Your Learning Journey Now

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