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COURSE BROCHURE

Advanced AI in Contract Management Training Course

21 March – 1 April 2027
Muscat

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Registered in the United Kingdom and Saudi Arabia

Advanced AI in Contract Management Training Course

Ref: 12_329 **Date:** 21 March – 1 April 2027 **Location:** Muscat **Fees:** 11700 GBP

AI in Contract Management is a 2-week advanced training course for contract managers, legal counsel and procurement and commercial specialists, who leave with an AI contract management plan for their contract portfolio. Contract volumes, renewal cycles and third-party exposure are growing faster than legal and commercial headcount, so organisations now turn to language models to draft, review and track agreements. Jupiter Prime Training runs this course on AI in contract management for the people accountable for those agreements.

Why AI in Contract Management Matters Now

Three forces shape AI in contract management today: generative language models that draft and redline clauses in seconds, contract lifecycle management platforms that hold whole portfolios as searchable records, and business owners who expect commercial teams to surface risk and value leakage before renewal. Organisations that handle this well shorten cycle times, keep negotiated positions consistent and catch missed entitlements; those that handle it badly expose confidential terms and rely on unchecked machine output. Examples run from construction and engineering contracts to technology services agreements. The course rests on ISO/IEC 42001, the international AI management system standard, and the NIST AI Risk Management Framework AI RMF.

Who Gains Most from AI in Contract Management

- Contract owners who run portfolios from award through renewal, variation and close-out
- In-house counsel responsible for clause standards, fallback positions and legal sign-off
- Procurement and sourcing leads who negotiate supplier terms and manage supplier performance
- Commercial and sales contracting managers who agree customer terms, pricing schedules and service credits
- Claims and dispute specialists who assemble entitlement evidence and manage variations

The greatest gain comes when legal, procurement and commercial members of one contracting function attend together and agree a single clause library and review standard.

AI in Contract Management Capabilities

Participants learn to put language models to work on every stage of an agreement while keeping human judgement on terms that carry real exposure.

- Assess contract lifecycle management platforms and their AI features against portfolio needs — sourcing and technology selection
- Design clause libraries and drafting prompts with approved fallback positions — legal standards owners
- Apply AI-assisted review, redlining and obligation extraction to third-party paper — negotiators and counsel
- Test claims and dispute prediction signals against variation and correspondence records — commercial directors
- Specify confidentiality and data privacy controls for contract data used by AI — information security and privacy officers
- Build an AI contract management plan with use cases, controls and measures — the contracting function head

Key AI in Contract Management Terms

- Contract Lifecycle Management CLM — software and process covering an agreement from request and drafting through approval, execution, performance and renewal.
- Clause Library — an approved collection of standard clauses and fallback positions that drafters and AI tools reuse to keep terms consistent.
- Redlining — marking proposed deletions and insertions in a counterparty draft so each change can be accepted, rejected or negotiated.
- Obligation Extraction — identifying duties, deadlines, service levels and payment triggers in an agreement and turning them into trackable records.
- Value Leakage — revenue or savings lost when negotiated rebates, credits, price caps or entitlements are not enforced during performance.
- Playbook — documented negotiation rules setting preferred, acceptable and unacceptable positions for each clause type.

AI in Contract Management Day by Day

Day 1: Forces Reshaping Contracting Work

- Contract Portfolio Mapping — Volume, Value and Exposure by Agreement Type
- Language Models in Legal Work — Accuracy, Hallucination and Review Burden
- Value Leakage Patterns — Rebates, Service Credits and Missed Renewals
- Stakeholder Expectations of Contracting Functions — Speed Versus Risk Appetite
- Contract Repository Readiness — Scanned Paper, Metadata and Version Chaos

Day 2: Contract Lifecycle Management Platforms

- CLM Architecture and Integration Points — ERP, e-Signature and Sourcing Links
- Embedded AI Features Comparison — Selection Criteria for CLM Vendors
- Legacy Contract Migration and OCR — Metadata Quality Decisions
- Intake and Request Workflows — Self-Service Versus Legal Gatekeeping
- Approval Matrices and Delegated Authority — Signature Routing Rules

Day 3: AI Drafting and Clause Libraries

- Clause Taxonomy Design — Standard, Fallback and Prohibited Positions
- Prompt Templates for First Drafts — Agreement Type and Jurisdiction Variables
- Retrieval From Approved Precedents — Limiting Drafts to Vetted Language
- Plain-Language Rewriting — Readability for Business Owners and Counterparties
- Template Version Control — Change Approval for Clause Updates

Day 4: AI-Assisted Review and Redlining

- Third-Party Paper Triage — Risk Scoring Incoming Drafts
- Playbook-Driven Redlining — Automated Deviation Flags and Suggested Edits
- Human-in-the-Loop Review Thresholds — Which Clauses Need Counsel Sign-Off
- Comparison of AI Review Output Against Expert Mark-Up — Accuracy Testing
- Review Turnaround Metrics — Cycle Time and Escalation Rates

Day 5: Obligation and Risk Extraction

- Named Entity and Clause Extraction — Parties, Dates, Amounts and Triggers
- Obligation Registers — Owners, Deadlines and Evidence of Performance
- Liability, Indemnity and Termination Risk Profiles — Portfolio Heat Maps
- Change-of-Control and Assignment Clauses — Transaction Due Diligence
- Extraction Confidence Scores — Sampling and Manual Verification Rules

Day 6: Negotiation Analytics

- Historical Concession Analysis — Which Positions Counterparties Accept
- Negotiation Simulation With Language Models — Rehearsing Counterparty Responses
- Pricing and Payment Term Benchmarks — Opening Position Decisions
- Counterparty Behaviour Profiles — Escalation and Walk-Away Points
- Negotiation Audit Trails — Rationale Records for Approved Deviations

Day 7: Claims and Dispute Prediction

- Variation and Change Order Analytics — Early Warning of Entitlement Claims
- Correspondence Mining for Notices — Time-Bar and Notification Risks
- Dispute Likelihood Models — Settlement Versus Escalation Choices
- Delay and Disruption Evidence Assembly — Claim Narrative Support
- Lessons-Learned Databases From Closed Disputes — Clause Improvements

Day 8: Contract Performance Monitoring

- Service Level and KPI Tracking — Service Credit Calculations
- Invoice-to-Contract Matching — Price Cap and Rebate Recovery
- Renewal and Expiry Alerts — Renegotiate, Renew or Exit Decisions
- Supplier and Customer Scorecards — Relationship Review Agendas
- Contract Performance Dashboards — Reporting to Business Owners

Day 9: Data Privacy, Confidentiality and AI Controls

- Confidential Contract Data in AI Tools — Hosting and Retention Choices
- Personal Data in Agreements — Data Processing Clause Checks
- ISO/IEC 42001 AI Management System — Contracting Function Controls
- NIST AI RMF Map and Measure Functions — Contract AI Risk Register
- AI Vendor Terms — Training Data Use, Liability and Audit Rights

Day 10: Practising the AI Contract Management Plan

- Use-Case Prioritisation Grid — Drafting, Review, Extraction and Monitoring
- CLM Platform and Clause Library Choices — Implementation Sequence
- Review Thresholds and Privacy Controls — Operating Rules for AI Use
- Cycle Time and Value Recovery Measures — Benefits Case for Sponsors
- AI Contract Management Plan — Presentation to the Contracting Function Head

Applying AI in Contract Management After the Course

- Run an obligation extraction trial on a sample of live supplier agreements and compare AI output with a manual register to set confidence thresholds
- Convert the organisation's negotiation playbook for one agreement type into a clause library with preferred and fallback positions ready for AI-assisted redlining

AI in Contract Management Questions FAQ

What is AI in contract management and why does it matter now?

AI in contract management is the use of language models and analytics to draft, review, extract and monitor agreements. It matters now because contract volumes outpace legal capacity, and unchecked AI output can expose confidential terms or miss critical obligations.

Which roles gain most from AI in contract management training?

Contract managers, in-house counsel, procurement leads and commercial contracting managers gain most. They own the clause standards, negotiations and performance records that AI tools now read and write, so they set the review rules and controls.

How does advanced AI in contract management training differ from a general contract management course?

It concentrates on applying AI across the contract lifecycle rather than on contract law basics. You test drafting prompts, redlining tools, extraction accuracy and dispute signals, at a depth suited to practitioners who already manage complex agreements.

What do you bring back from AI in contract management training?

You bring back an AI contract management plan. It ranks drafting, review, extraction and monitoring use cases, sets human review thresholds and privacy controls, and defines cycle time and value recovery measures for your sponsors.

AI in Contract Management: The Way Forward

The AI contract management plan first informs which agreement type moves onto AI-assisted drafting and review. Contracting heads, counsel and procurement leads use it to set clause standards and review thresholds. After the first quarter of live use, revisit the extraction accuracy samples and value recovery figures, since real counterparty paper often shifts which use cases deserve expansion.