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COURSE BROCHURE

Advanced Contract Portfolio Leadership Training Course

21 December 2026 – 1 January 2027
Munich

jupiterprime.uk

info@jupiterprime.uk

Registered in the United Kingdom and Saudi Arabia

Advanced Contract Portfolio Leadership Training Course

Ref: 196_5962 **Date:** 21 December 2026 – 1 January 2027 **Location:** Munich **Fees:** 9500 GBP

Contract Portfolio Leadership is a 2-week advanced training course for heads of contracts, senior contract managers and commercial directors who oversee complex, high-value and multi-party agreements across a whole organisation, and each participant builds a contract portfolio governance model. Executives now judge contracting functions on enterprise outcomes rather than individual deals. Jupiter Prime Training presents contract portfolio leadership for expert practitioners who set the direction of the contracting function.

Why Contract Portfolio Leadership Matters Now

Three forces push contract leaders beyond single agreements. Portfolios now combine megaprojects, outsourced services and alliances with several parties, so exposure concentrates in a handful of relationships that boards want to see. Talent is scarce, and heads of contracts must build capability, succession and standard methods across dispersed teams. Executives also expect the function to report value, risk and maturity in the same terms as finance and operations. Organisations with portfolio-level oversight spot systemic weaknesses and redeploy expertise where it matters; those managing deal by deal repeat mistakes and miss concentrated risk. The course draws on the expert level of the World Commerce & Contracting WorldCC body of knowledge and on multi-party arrangements under International Federation of Consulting Engineers FIDIC forms.

Who Gains Most from Contract Portfolio Leadership

- Heads of contracts accountable for the whole agreement portfolio and its reporting
- Senior contract managers leading high-value, multi-party or long-duration agreements
- Commercial directors who set contracting policy, delegations and standards
- Programme directors whose delivery depends on alliances and consortia
- Leaders building contract capability, career paths and centres of expertise

A leadership group from one contracting function gains most when its heads and senior managers attend together and agree one governance model, maturity target and capability plan.

Contract Portfolio Leadership Capabilities

Participants learn to see contracts as an enterprise portfolio with concentrated risks, shared capabilities and measurable maturity.

- Assess portfolio concentration, interdependency and aggregate exposure — executive committees
- Design governance tiers, delegations and escalation for agreements of different criticality — boards
- Weigh structures for multi-party alliances, consortia and framework agreements — programme sponsors
- Calculate maturity scores and set improvement roadmaps for the contracting function — chief operating officers
- Build capability frameworks, succession plans and knowledge transfer routines — human resources partners
- Communicate portfolio value, risk and maturity in executive terms — audit and risk committees

Key Contract Portfolio Leadership Terms

- Contract portfolio — the full set of an organisation's active agreements, viewed together for exposure, value and resource allocation.
- Criticality tier — a classification of agreements by impact and complexity that sets oversight intensity and approval levels.
- Multi-party arrangement — an alliance, consortium or joint venture in which several parties share delivery, risk and reward.
- Maturity model — a staged scale describing how systematically a contracting function plans, controls and learns.
- Delegation of authority — the documented limits within which individuals may approve, sign or vary agreements.
- Centre of expertise — a small group that owns contracting methods, templates and specialist support for the wider function.

Contract Portfolio Leadership Day by Day

Day 1: The Enterprise View of Contracts

- Portfolio Mapping By Value, Duration And Criticality — Seeing Concentrated Exposure
- Interdependency Analysis — Linking Agreements That Fail Together
- Executive Expectations Of The Contracting Function — Defining Success Measures
- Portfolio Case Studies From Energy And Healthcare — Lessons From Systemic Failure
- Leadership Agenda Setting — Prioritising Issues For The Function

Day 2: Governing High-Value Agreements

- Criticality Tier Design — Matching Oversight To Impact And Complexity
- Delegation Of Authority Framework — Setting Approval And Signing Limits
- Steering Committee Charters — Defining Roles For Major Agreements
- Stage Gates For Major Contracts — Controlling Commitment At Key Points
- Executive Reporting Packs — Presenting Status, Risk And Decisions

Day 3: Complex and Multi-Party Structures

- Alliance And Collaborative Models — Sharing Risk And Reward Openly
- Consortium And Joint Venture Agreements — Allocating Lead And Partner Roles
- Framework And Call-Off Arrangements — Managing Repeat Demand Efficiently
- Multi-Party Arrangements Under FIDIC Forms — Handling Interfaces Between Contractors
- Interface Agreements — Preventing Gaps Between Separate Contracts

Day 4: Portfolio Risk and Exposure

- Aggregate Liability Assessment — Totalling Exposure Across Agreements
- Counterparty Concentration Review — Limiting Dependence On Single Suppliers
- Portfolio Risk Heat Map — Directing Attention To Hotspots
- Scenario Testing For Market Shocks — Stress-Testing Price And Supply Assumptions
- Contingent Liability Reporting — Informing Finance And Audit

Day 5: Value and Performance at Portfolio Level

- Portfolio Value Measures — Savings, Leakage, Cycle Time And Satisfaction
- Benchmarking Contracting Performance — Comparing Units And Peers
- Commercial Leakage Diagnostics — Finding Recurring Losses
- Benefits Tracking For Major Agreements — Proving Outcomes Delivered
- Executive Dashboards — Showing Portfolio Health In One View

Day 6: Contracting Function Maturity

- Maturity Model Selection — Choosing Dimensions And Levels
- Maturity Assessment Interviews And Evidence — Scoring Current Practice
- Gap Prioritisation — Ranking Improvements By Value And Effort
- Improvement Roadmap — Sequencing Policies, Tools And Training
- Maturity Reassessment Cycle — Tracking Progress Over Time

Day 7: Policies, Standards and Knowledge

- Contracting Policy Architecture — Policies, Procedures And Templates
- Standard Clause Positions And Fallbacks — Speeding Negotiation Consistently
- Lessons Learned Repository — Capturing Insight From Closed Agreements
- Centre Of Expertise Design — Concentrating Specialist Knowledge
- Policy Compliance Monitoring — Checking Practice Matches Standards

Day 8: Leading Contract Professionals

- Capability Framework For Contract Roles — Defining Skills By Level
- Workload And Resource Allocation — Matching Expertise To Criticality
- Succession And Career Paths — Retaining Experienced Practitioners
- Coaching Senior Negotiators — Developing Judgement Under Pressure
- Professional Development Pathways — Using The WorldCC Body Of Knowledge

Day 9: Stakeholders and Executive Influence

- Executive Stakeholder Map — Aligning Finance, Operations And Legal Leaders
- Business Case For Contracting Investment — Securing Resources And Tools
- Escalation Leadership In Major Disputes — Steering Settlement Decisions
- Board-Level Communication — Presenting Portfolio Risk Plainly
- Cross-Functional Operating Agreements — Clarifying Hand-Offs With Other Functions

Day 10: Practising the Contract Portfolio Governance Model

- Portfolio Map And Criticality Tiers For The Participant's Organisation — Applying Day Two Design
- Aggregate Risk And Value View — Combining Days Four And Five Measures
- Maturity Score And Roadmap — Setting Improvement Priorities
- Capability And Succession Plan — Naming People And Development Actions
- Contract Portfolio Governance Model — Presenting The Model For Executive Challenge

Applying Contract Portfolio Leadership After the Course

- Classify every active agreement into criticality tiers and agree governance and delegation limits for each tier with the executive sponsor.
- Run a maturity assessment of the contracting function and present a prioritised improvement roadmap to the leadership team.

Contract Portfolio Leadership Questions FAQ

What is contract portfolio leadership, and why does it matter now?

Contract portfolio leadership is the expert-level oversight of an organisation's whole set of agreements, covering governance tiers, multi-party structures, aggregate risk, maturity and capability. It matters now because exposure concentrates in a few complex relationships that executives and boards expect contract leaders to control.

Which roles gain most from contract portfolio leadership training?

Heads of contracts, senior contract managers and commercial directors gain most, because they set policy, governance and capability for the function. Programme directors relying on alliances and consortia also benefit from the portfolio perspective.

How does contract portfolio leadership training differ from a contract lifecycle practitioner course?

It works at expert and enterprise level, across the whole portfolio and the people who manage it. A lifecycle practitioner course focuses on controlling individual agreements from award to close-out; this course shapes the governance, maturity and capability around all of them.

What do you bring back from contract portfolio leadership training?

You bring back a contract portfolio governance model for your organisation, with criticality tiers, delegation limits, an aggregate risk and value view, a maturity roadmap and a capability and succession plan.

Contract Portfolio Leadership: The Way Forward

The contract portfolio governance model first informs which agreements need executive steering and which can be delegated. Heads of contracts, commercial directors and executive sponsors use it to allocate scarce expertise. After the first reporting cycle, revisit the criticality tiers and maturity targets, because portfolio data and team feedback show where oversight is too heavy or too light.