Contract Management in Mining Training Course

Professional Development Training Course Outline

Category	General Training	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

The contemporary mining sector operates within an increasingly volatile, uncertain, complex, and ambiguous (VUCA) environment, where capital-intensive projects and fluctuating commodity prices demand absolute operational efficiency. Effective contract management has evolved from a routine administrative function into a critical, high-stakes strategic asset directly tied to an organization's bottom line. Contract Management in Mining Training Course is meticulously designed to bridge the gap between legal risk mitigation and operational procurement speed, equipping professionals with the frameworks necessary to maximize contract value, protect profit margins, and drive organizational resilience.

This course deep-dives into the mechanics of equitable risk allocation, variable pricing strategies (such as schedule of rates and target-cost models), and automated Contract Lifecycle Management (CLM) systems. Attendees will master practical strategies to eliminate value leakage, prevent auto-renewal oversights, handle complex variations, and resolve multi-million dollar claims before they escalate into costly legal disputes, ensuring seamless integration between mine-site operations and corporate objectives.

Programme Curriculum

Contract Management in Mining Training Course

Introduction

The contemporary mining sector operates within an increasingly volatile, uncertain, complex, and ambiguous (VUCA) environment, where capital-intensive projects and fluctuating commodity prices demand absolute operational efficiency. Effective contract management has evolved from a routine administrative function into a critical, high-stakes strategic asset directly tied to an organization's bottom line. Contract Management in Mining Training Course is meticulously designed to bridge the gap between legal risk mitigation and operational procurement speed, equipping professionals with the frameworks necessary to maximize contract value, protect profit margins, and drive organizational resilience.

This course deep-dives into the mechanics of equitable risk allocation, variable pricing strategies (such as schedule of rates and target-cost models), and automated Contract Lifecycle Management (CLM) systems. Attendees will master practical strategies to eliminate value leakage, prevent auto-renewal oversights, handle complex variations, and resolve multi-million dollar claims before they escalate into costly legal disputes, ensuring seamless integration between mine-site operations and corporate objectives.

Course Duration

5 days

Course Objectives

- Master End-to-End Contract Lifecycle Management (CLM)
- Optimize Legal and Procurement Alignment
- Implement Advanced Risk Allocation Frameworks
- Design Fit-for-Purpose Contract Models
- Enforce Dynamic Supplier Relationship Management (SRM)
- Establish Data-Driven KPIs and SLAs
- Mitigate Claims and Minimize Contractual Variations
- Integrate Strict ESG and Governance Compliance
- Drive Sustaining Capital Efficiency
- Prevent Financial Value Leakage
- Navigate Force Majeure and Geopolitical Disruptions
- Leverage Digitalization and Smart Contract Repositories
- Conduct Professional Closing and Decommissioning Audits

Target Audience

- Mining Procurement and Sourcing Directors
- Contract Managers and Administrators.
- Legal Counsel and Commercial Advisors
- Mine Managers and Operations Directors
- Project Controls and Capital Project Managers
- Supply Chain and Logistics Strategists
- ESG, Compliance, and Community Relations Officers:
- Financial Controllers and Cost Engineers

Course Modules

Module 1: Strategic Pre-Award Procurement and Scoping

- Aligning corporate legal risk parameters with procurement agility to create a powerful negotiation front.
- Drafting comprehensive and unambiguous Scopes of Work (SoW) to eliminate contractor assumptions.
- Establishing baseline commercial goals, market-testing protocols, and competitive tendering criteria.
- Structuring transparent bidding evaluation metrics to ensure true value-for-money comparison.
- Integrating pre-qualification standards assessing contractor technical capacity, financial health, and safety history.
- *Case Study: The Greenfield Tendering Overrun.* Analysis of an iron ore project that suffered a 35% cost explosion due to a vaguely defined pre-award Scope of Work, showing how a structured pre-qualification matrix could have mitigated the risk.

Module 2: Selecting and Structuring Fit-for-Purpose Mining Contract Models

- Evaluating "hard dollar" traditional delivery methods versus "soft dollar" collaborative models.
- Deep-dive into **EPCM** (Engineering, Procurement, Construction Management) versus EPC frameworks.
- Utilizing **Schedule of Rates** contracts for high-variable earthworks and overburden removal scopes.
- Designing Master Service Agreements (MSAs) and panel contracts for recurring mine maintenance.
- Tailoring risk allocation to ensure that the party best equipped to control a risk bears the financial liability.
- *Case Study: Sustaining Capital Infrastructure Overhaul.* A comparative evaluation of a copper mine's shift from a fixed-price lump sum to a hybrid Schedule of Rates model to successfully execute a complex conveyor upgrade during an active production cycle.

Module 3: Commercial Negotiation and Risk Allocation Levers

- Using risk allocation as a powerful bargaining chip to negotiate favorable pricing or service extensions.
- Drafting clear, enforceable indemnities, liability caps, and consequential damage exclusions.
- Structuring performance-linked bonuses, liquidated damages, and penalty clauses.
- Designing escalating dispute-resolution pathways (negotiation, mediation, arbitration) to avoid litigation.
- Formulating robust Force Majeure and termination-for-convenience clauses tailored to commodity volatility.
- *Case Study: The Pit-Wall Failure Liability Dispute.* Review of a multi-million dollar dispute between a mining house and an open-pit contractor regarding liability for a slope stability incident, demonstrating the impact of unambiguous indemnity clauses.

Module 4: Transition, Mobilization, and Post-Award Readiness

- Transitioning a signed agreement from corporate legal teams to the site-based execution team.
- Developing contract compliance matrices and embedding obligations into project milestones.
- Structuring contractor mobilization checklists, site-access protocols, and safety inductions.
- Aligning contractor work schedules with operational mine plans and processing plant shutdown windows.
- Setting up secure communication channels and information-sharing protocols between owner and contractor teams.
- *Case Study: The Dragsource Mobilization Bottleneck.* Examination of a coal operations project where poor post-award transition delayed a dragline assembly contract by 45 days due to misaligned site-access permits, highlighting the necessity of an integration roadmap.

Module 5: Performance Management via KPIs and SLAs

- Developing mathematically precise Key Performance Indicators (KPIs) linked directly to mine productivity.
- Drafting Service Level Agreements (SLAs) for complex equipment availability and plant maintenance.
- Implementing structured performance review meetings and audit schedules to catch issues early.
- Using balanced scorecards to track contractor compliance, behavioral safety, and innovation.
- Applying financial remedies, performance withholding, and cure notices for sustained underperformance.
- *Case Study: The Autonomous Fleet Maintenance SLA.* An in-depth look at how a tier-one gold mine structured its vendor SLAs to guarantee 92% availability of an autonomous haulage fleet, using structured incentives to optimize asset health.

Module 6: Variation Management, Claims Mitigation, and Cost Control

- Establishing a strict, multi-tiered variation-order approval workflow to combat scope creep.

- Auditing contractor daywork sheets, equipment hours, and material invoices against contract rates.
- Differentiating between valid claims and invalid contractor requests.
- Formulating counter-claims and negotiating equitable trade-offs to protect capital margins.
- Tracking cumulative variation financial impacts against the total authorized contract value.
- *Case Study: The Latent Ground Condition Claim.* Analysis of an underground decline project where the contractor claimed a $12M variation for unexpected geological faults, exploring how rigorous core-logging data limits owner exposure.

Module 7: Governance, Local Content, and ESG Compliance

- Embedding environmental regulations and tailings management standards into contract terms.
- Drafting auditable clauses for local community employment, local procurement, and indigenous content.
- Enforcing supply chain visibility to eliminate modern slavery and human rights infractions.
- Auditing contractor compliance with mine-site health, safety, and environment (HSE) protocols.
- Managing anti-bribery, anti-corruption (ABAC), and corporate governance frameworks in cross-border mining operations.
- *Case Study: The Local Content License to Operate.* How a major bauxite operation structured its contractor contracts to legally mandate a 40% local hiring quota, successfully avoiding community blockades while maintaining operational performance.

Module 8: Contract Lifecycle Digitalization and Close-Out

- Migrating from static PDF storage on shared drives to automated **Contract Lifecycle Management (CLM)** systems.
- Leveraging centralized digital repositories to track critical metadata, expiration notices, and auto-renewal terms.
- Executing formal close-out procedures: processing final payments, releasing retentions, and securing liability waivers.
- Conducting post-contract evaluations to capture lessons learned for future procurement cycles.
- Managing long-term warranty provisions, latent defect liabilities, and final site demobilization.
- *Case Study: The Auto-Renewal Trap.* A cautionary look at a mining firm that lost $1.8M by missing an evergreen renewal deadline for a dewatering contract, showing how automated CLM alert tracking could have avoided the loss.

Training Methodology

- Interactive lectures and presentations.
- Group discussions and brainstorming sessions.
- Hands-on exercises using real-world datasets.
- Role-playing and scenario-based simulations.
- Analysis of case studies to bridge theory and practice.
- Peer-to-peer learning and networking.
- Expert-led Q&A sessions.
- Continuous feedback and personalized guidance.

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

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 Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

Ready to enroll or request a customized program? Book online or contact us:

Register Online Now