

SHORT COURSE ON CONSTRUCTION CONTRACT NEGOTIATIONS

Background

Construction projects are inherently complex, involving multiple stakeholders with diverse interests, significant financial commitments, and strict legal and regulatory frameworks. Effective contract negotiation is therefore a critical competency for achieving successful project outcomes and minimizing disputes.

Through its promotion of construction industry and capacity-building mandate, the National Construction Council (NCC) has identified notable gaps in construction contract negotiation skills among industry players. In response, NCC is pleased to announce a comprehensive **five-day professional training course on Construction Contract Negotiations**, designed to enhance both technical and practical negotiation competencies across the construction sector.

The course integrates theory with real-life case studies and practical scenarios, enabling participants to negotiate confidently, manage risks, prevent disputes, and foster collaborative contractual relationships.

Course Objectives

The training aims to:

1. Enhance participants' understanding of construction law, contracts, negotiation, and dispute management.
2. Provide a structured framework for construction contract negotiation processes, principles, and strategies.
3. Strengthen participants' capacity to identify, allocate, and manage contractual risks effectively.

Course Content

The course will cover, but not be limited to:

1. Foundations of Contract Negotiation in Construction
2. Construction Law and Regulatory Frameworks
3. Negotiation Skills for Construction Professionals
4. Strategies for Successful Contract Negotiation
5. Risk Management in Construction Contracts
6. Advanced Negotiation in Complex Construction Projects
7. Dispute Prevention and Resolution
8. Contract Documentation and Finalization
9. Practical Applications and Case Studies

Target Audience

The course is designed for professionals involved in construction projects, including:

1. Project Managers
2. Contract Managers and Administrators
3. Engineers, Architects, and Quantity Surveyors
4. Estate Managers
5. Lawyers
6. Contractors and Procurement Specialists

7. Arbitrators and Adjudicators
8. Public and Private Sector Clients and other construction stakeholders

Training Benefits

Participants will:

1. Acquire advanced and practical construction negotiation skills
2. Improve their ability to manage claims, disputes, and contractual risks
3. Gain confidence in negotiating and drafting construction contracts
4. Enhance collaboration with clients, contractors, and subcontractors
5. Apply proactive strategies for dispute prevention and resolution
6. Achieve more balanced, sustainable, and value-driven contract outcomes

Certification and Professional Development

Participants will receive:

- **Certificate of Attendance**
- **Continuing Professional Development (CPD/PDU) points**, where applicable

Training Details

- **Venue:** Point Zone Resort, Arusha (Mianzini Road)
- **Duration:** Five (5) days – **23rd to 27th February, 2026**
- **Daily Schedule:** From 8:30 a.m.

Course Fee

TZS 1,200,000 per participant

(Covers training and participation costs only; accommodation, travel, and upkeep are not included.)

Registration must be completed through the **Government Training and Seminars Management System (TSMS)** via:

👉 <https://tsms.gov.go.tz>

Payments shall be made to the **National Construction Council (NCC) – NMB Account** using the payment control number issued by the Accounts Section.

Important Notice

- **Registration and payment deadline: 20th February, 2026**
- Early booking and confirmation are highly encouraged.

For Further Information

Please contact:

National Construction Council
RFB Building, Ground Floor, Block D – Plot No.
3, Njedengwa,
P.O. Box 1236,
41107 Dodoma,
Tel: +255 262963289, +255 26 2963287,
Email: ceo@ncc.go.tz,
Website: www.ncc.go.tz

Attention
QS Anitha Mallewo
Mob: 0687 242 759
Email: anitha.mallewo@ncc.go.tz