



**THE UNITED REPUBLIC OF TANZANIA
MINISTRY OF WORKS
NATIONAL CONSTRUCTION COUNCIL**



NCC PROFESSIONAL COURSE ON CONSTRUCTION CONTRACT NEGOTIATIONS

**Negotiating Better Contracts • Managing Risks • Avoiding Claims •
Delivering Successful Projects**

**DATE: 17th – 21st August
2026**

**VENUE: Point Zone Resort,
Arusha**

WHY THIS COURSE IS IMPORTANT?

Many construction projects experience delays, cost overruns, contractual disputes, and claims not because of poor construction, but because of poorly negotiated contracts, inadequate risk allocation, and ineffective stakeholder engagement.

Drawing from lessons learned through NCC's extensive involvement in contract advisory services, claims management, dispute adjudication, arbitration, and major infrastructure projects, this Masterclass is designed to equip professionals with practical skills for negotiating contracts that protect organizational interests, promote collaboration, and improve project performance.

Participants will learn how successful negotiators allocate risks, manage contractual obligations, negotiate variations and claims, and avoid disputes before they escalate into costly litigation or arbitration.

WHAT YOU WILL LEARN

- **Strategic Contract Negotiation**
- **Risk Allocation and Commercial Management**
- **Variations, Claims and Extensions of Time**
- **Advanced Negotiation and Stakeholder Management**
- **Dispute Avoidance and Resolution**

WHO SHOULD ATTEND?

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|----------------------|---|
| ➤ Engineers | ➤ Contract Managers and Administrators |
| ➤ Quantity Surveyors | ➤ Procurement and Supply Chain Professionals |
| ➤ Architects | ➤ Legal Officers and Lawyers |
| ➤ Project Managers | ➤ Heads of Technical, Procurement and Legal Units |
| ➤ Estate Managers | ➤ Contractors and Consultants |
| ➤ Technicians | ➤ Arbitrators, Adjudicators and Mediators |

KEY BENEFITS

- Learn how to negotiate balanced contracts that minimize future claims and disputes.
- Strengthen their ability to negotiate variations, claims, extensions of time, and compensation events.
- Improve risk allocation and contract administration practices.
- Gain practical insights from real-life disputes, adjudication, and arbitration proceedings.
- Enhance stakeholder management and conflict resolution skills.

Improve project delivery outcomes through better contractual decision-making.		
Course Fee: TZS 1,200,000 per participant	Registration Deadline: 14 th August 2026	
Registration: Through the Government Training and Seminars Management System (TSMS): https://tsms.gov.go.tz		
<i>"Learn from Actual Construction Claims, Contract Negotiations, Adjudication and Arbitration Cases Experienced in Tanzania's Infrastructure Projects."</i>		

For more details please contact:

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