

SESSION 06 (2nd Competency)

COMMERCIAL MANAGEMENT

Master the commercial skills that drive project success and professional excellence.



MENTOR

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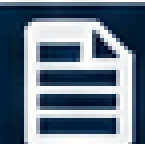
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26 October 2026
Monday



08:30 PM - 10:30 PM
UAE TIME



AGENDA – SESSION 06

01



Principles of Commercial Management

02



Contractual & Commercial Responsibilities

03



Cost Control and Value Management

04



Risk and Opportunity Management

05



Practical Case Discussions and Application to APC



WHO BENEFITS



KEY AREAS COVERED



CONTRACTS
Manage commercial agreements



COST MANAGEMENT
Control costs and maximise value



VALUE MANAGEMENT
Drive value through commercial strategies



RISK MANAGEMENT
Identify and manage commercial risks



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