



Project & Contract Management

Strategic and operational license agreement management

Course Introduction

Choosing the right type of license is of immense importance for the company to avoid both economic and legal risks. Knowing the legal principles of licensing law is therefore essential.

After the training, you will have a profound knowledge of software license agreements, the different licensing models and the particularities of cloud computing. You will be able to recognize the appropriate criteria for selecting suitable software license agreements and develop a decision matrix of recommended actions for the management board. You will learn about the German General Terms and Conditions Law and other important legal aspects at first hand. In negotiations, you as a licensee are thus on an equal footing with your negotiating partner!

Target Audience

those involved in any aspect of preparing, implementing, managing or administering contracts who are committed to prove their dedication to their professional growth

Learning Objectives

- Essential software license agreements
- Typical licensing models
- Implementation of a negotiation team
- Preparation of contract negotiations
- Software license audits

Course Outline

- **Day 01**

- Essential software license agreements - an overview**

- Typical licensing models - an overview
 - Criteria for selecting suitable software license agreements
 - Harmonizing software license agreements
 - Mergers & Acquisitions -Effects on software license agreements
 - Initialization of software license agreements in a group
 - Typical clauses of software license agreements

- **Day 02**

- Implementation of a negotiation team**

- Preparation of contract negotiations
 - Advice and known stumbling blocks
 - Operational strategies to ensure license compliance
 - Stakeholder analysis in the company
 - Setting up license management in the company
 - Documentation management tools
 - Initialization of contract management in procurement

- **Day 03**

- Software license audits**

- Monitoring
 - Reporting
 - Product portfolio and lifecycle management
 - Concept of administrative decision.
 - Basic communication skills (dealing skills).
 - Basic concepts of the nature of supervision in business organizations.

- **Day 04**

- The basic functions of supervision in business organizations.**

- Identify the different styles of supervision and leadership.

- Effective management of work groups.
- Skills of delegation of authority and requirements for effective delegation.
- The task of developing innovation and creativity skills for the supervisor.
- The role of change management.
- Improve problem-solving and decision-making skills.

• **Day 05**

Form the concept of administrative decision.

- Basic communication skills (dealing skills).
- Basic concepts of the nature of supervision in business organizations.
- The basic functions of supervision in business organizations.
- Different styles of supervision and leadership in business organizations.

Confirmed Sessions

| FROM | TO | DURATION | FEES | LOCATION |
|---------------|---------------|----------|------------|-------------|
| Dec. 15, 2025 | Dec. 19, 2025 | 5 days | 4250.00 \$ | UAE - Dubai |