

Contract Management and Negotiations Strategy

One Full Day or Two Half Days



Overview

With most of an organisation's spend being under contracts with suppliers, service providers, vendors, and consultants, contract management is one of the core activities of a modern organisation. But contracts do not manage themselves, and people choose what aspects are managed given their skill and time constraints. We under-invest in contract management, and we often administrate contracts rather than design and drive the strategies that yield high-performance outcomes. This workshop is designed to help you transcend the traditional, more administrative role that has been the nature of contract management here. This course is ideal for those ready to drive contract management to new levels at your organisation. You recognise your organisation's need to think strategically, think long-term, and think results.



Who Should Attend

- Project Managers, Procurement Managers, Contract officers, managers, and administrators ready to step up and lead in contract management
- Group managers and team leaders who want to accelerate the contract management maturity and capability of those whom they manage
- Procurement professionals are responsible not just for buying wisely but delivering results from the contracts put in place
- Category managers in charge of multiple contracts and driving multiple lifecycles
- Vendor and supplier relationship managers wanting to broaden perspectives and competencies
- Leaders, advisors, and influencers wanting to challenge the status quo to get a much higher return on the spend with external parties



Prerequisites

All are welcome to attend the program regardless of experience.



Delivery Mode/Training

- Face to Face or Online
- One full day or Two half days
- Suitable time zones for - USA, UK, Europe, Middle East, India, Malaysia, Singapore, Hong Kong, Australia and New Zealand

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Topics Covered

- Establish a governance framework for a complex procurement
- Develop a complex procurement plan
- Manage risk in a procurement
- Manage a complex procurement activity
- Evaluate a complex procurement
- Negotiate successful procurement outcomes
- Manage a complex contract
- Manage contractor performance.

After Attending The Program, Attendees Should be Able to

- Absorb the complexity of managing today's contracts and providers
- Explore modern techniques for strategically managing the range of contracts
- Obtain tools and techniques to get accurate results and performance
- Benchmark, your organisation against best practices
- Be conversant in the critical aspects of the law that affects managing contracts
- Avoid the Winner's Curse – 20% of contracts are cursed from the start
- Kick off a contract management strategy
- Examine the use of a Governance Charter
- Have your contract management style profiled and benchmarked