

CONTRACTING AND NEGOTIATION SKILLS November 24th - 26th, 2009

Overview

Very few projects today are initiated without some form of contractual authorization. In today's project environment, project managers must be fully aware of how the contents of the customer's contract will influence their decision-making. This course covers the foundations of sound contract management principles from the project manager's perspective. The course focuses on establishing a high level of awareness on the part of the project manager in the area of contract development, administration, and closeout. Participants use exercises and simulations to explore the concepts of contract negotiations.

Desired Outcomes

Upon completion of this course, students will be able to:

- Understand the procurement process from pre-award through post-award phases
- Identify the basic elements of an effective contract
- Develop an effective statement of work for vendors
- Structure a contract to include appropriate terms and conditions
- Develop and execute an effective negotiation strategy
- Develop and execute an effective contract administration plan
- Develop and execute an approach for closing out the contract on a project, both from the customer and vendor perspective

Course Benefits

Contracting and Negotiating Skills is one module in the Project Management College's curriculum, for the Master's Certificate and Associate Certificate in Project Management. This module meets the criteria's of the Project Management Institute (PMI®) as having addressed specific knowledge areas identified in the Project Management Body of Knowledge (PMBOK®).



Course Assessment

Upon completion of this course participants will be required to complete a multiple-choice examination.

Certification

Successful participants will receive Certificates from PM College and will receive full credit towards both the Associate and Master's Certificate in Project Management.

Cost

\$6,500.00

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