

Contract Management for Public/Private Sector Program (CMPSP)

Delivery: Online, Instructor-led: 5 Courses (Approx. 100 Hours)		
Courses		
CMPSP 101 Contract Management Essentials	CMPSP 201 Planning	CMPSP 301 Contract Management Practice — Putting it all Together
	CMPSP 202 Solicitation to Execution	
	CMPSP 203 Contract Operations	
Price: \$8060 per learner (with 20% bundle discount)		

This comprehensive program is designed for individuals at any level involved in contract reviews or contract management such as procurement and contract professionals, business executives, finance officers, paralegals, lawyers, engineers, and architects. It provides essential knowledge for individuals working in either the private or public sector whether supporting procurement or sales.

Topics	
Principles of Canadian contract and tendering laws	Contract interpretation principles
Comparing commodity-specific contracts	Common contract provisions
Procurement/sales contract fundamentals	Contract management lifecycle
Performing contract reviews and drafting	Risk identification and management
Negotiation and conflict management	Contractor performance management
Managing contract disputes	Terminating contracts
Capturing lessons learned	Closing-out the contract

Learning Objectives

- Identify the phases of the procurement and contract management lifecycle from budget approval to contract close-out.
- Identify key players in an organization's budget and contract approval framework.
- Understand common approaches used in the procurement of goods and services.
- Understand basic contract law principles and the meaning of common legal provisions.
- Gain knowledge on how to develop a strong statement of work, the heart of any procurement.
- Identify contract provisions needed when buying varying commodities.
- Develop basic contract review and drafting skills – know what to look for, and to ask for.
- Understand principles of negotiation and conflict management.
- Review contract management best practices.

Expected Outcomes

Upon completion of this course, participants will have the basic knowledge and tools to create, review and manage contracts and handle any issues that arise, while sustaining positive relationships with contractors.

PRE-REQUISITES

CMPSP 101 – no pre-requisite

CMPSP 201, 202 and 203 – pre-requisite CMPSP 101

CMPSP 301 – pre-requisite: CMPSP 101, 202, 203