

# Contract Management for Public/Private Sector Program – Essentials (CMPSP 101)

**Delivery Format:** Online, Instructor-led (Approx. 12 Hours)

**Course Structure:** Self-directed modules + four weekly LIVE instructor-led sessions

**Price:** ~~\$15,398~~ \$12,750 Up to 20 participants (20% Teams discount)

This comprehensive program is designed for individuals at any level interested in better understanding contracts of purchase and sale for various commodities including goods, services, software and construction. The course is intended for persons involved in contract reviews or contract management such as procurement and contract professionals, business executives, finance officers, paralegals, lawyers, engineers, and architects. It provides foundational knowledge for individuals working in either the private or public sector whether supporting procurement or sales.

## Topics

- The Canadian legal system
- Principles of Canadian contract law
- Contract law basics
- Common purchase/sale contract provisions
- Developing the contract and scope of work
- Differences between commodity-specific purchase/sale contracts
- Managing the Contract
- Relationship Management
- Managing contract disputes
- Compliance management
- Managing through conflicts
- Amending the contract
- Terminating the contract
- Capturing lessons learned

## 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.
- Understand principles of negotiation and conflict management.
- Review contract management best practices.

## Expected Outcomes

Upon completion of this course, participants will have a foundational understanding of the key principles involved in establishing contracts for various types of commodities including goods, services, equipment and software and understand the basics of contract management.



## Contract Management for Public/Private Sector Program

The CMPSP, a 100-hour program, is Canada's first comprehensive contract management program providing learners with the tools, confidence and competencies needed to excel in their role.

## Digital Credentials

We provide digital credentials for learners for each of our CMPSP courses, transforming knowledge, skills, and achievements into verifiable evidence of success that empower individuals to connect with learning and career opportunities.

## Join

[Procurement School Community](#) – a place for procurement professionals to gather, engage, and learn.

## Contact Us

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## Procurement School

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