

# Managing Contract Performance

**Delivery Format:** LIVE Webinar

**Course Structure:** 6 Hours (Four 90-minute sessions)

**Target Audience:** Experienced individual contributors and Managers in Canadian public sector procurement

**Price:** \$3,750 for up to 25 participants – For pricing on a fully customized webinar, [contact us](#).

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## Content

Much of the value of crafting and conducting a fair and transparent procurement process can be lost if no one manages the contract once it is in place. Although dispute resolution and conflict management skills are critical, your contracts must embed the tools and other contractual provisions that enable effective management.

This interactive webinar will help you design effective performance management frameworks that help your end users ensure the contractor stays on track and demonstrate that your organization has received the value expected. The high-performing contractors love clear and reasonable contract expectations, so crafting effective measures and rectification provisions will also help create successful working relationships with your suppliers and set your procurement opportunity apart from others they may consider responding to.

## Learning Objectives

- Explore the effect contract performance provisions have on relationships with contractors and the value you receive.
- Examine strategies to draft meaningful performance measures for your contracts.
- Recognize the importance of including a performance management plan in your contracts.
- Review specific contractual provisions that will assist with keeping performance in line with contract expectations.

## Additional benefits

- Complementary 1-1 short meeting between your project sponsor and our subject matter expert after the engagement ends to discuss any questions.
- Complimentary 1-1 meeting opportunity to share your unique story as a thought leader with the world
- We plant a tree on your behalf for each purchase made counted via checkout
- 10% complimentary price off on purchase of our Procurement eBook
- Online 'Free Community' access that allows free interaction with members of our community



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## About

Since 1980, The Procurement School has been helping Canadian public sector organizations realize maximum value through their procurement and contracting activities.

Incorporating the latest developments in adult education and curriculum design, our online and blended learning options capture the latest legal, practical, and business developments to empower procurement professionals to improve contract outcomes.

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## 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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