BLACKBIRD FOR TRAINING

The Contracts & Project Management MBA

Berlin (Germany)

6 - 17 October 2025

UK Traininig

PARTNER

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The Contracts & Project Management MBA

Code: PM28 From: 6 - 17 October 2025 City: Berlin (Germany) Fees: 7100 Pound

Introduction

World-class organizations understand well the benefits of lower total cost and higher productivity resulting from mastering best practices in the important phases of project and contract management. With a focus on the best practices for processes, methods, and techniques, this Contracts & Project Management MBA training Course will make a great contribution to the skill sets of those involved in contracts and projects.

Course Objectives

- Dealing with volatile Materials Pricing.
- Discussing the importance of planning and how to manage the Planning Process.
- Learning about Contract Types and how they Transfer Risk.
- Defining and how to take Massive Action.
- Exploring the various Pricing Models used in preparing Proposals.
- Methods of how to keep the Team focused on the Delivery Goal.
- Developing Negotiation Skillsets to gain the Organisation's Objectives.
- How to Set Up and Operate the Disciplines required to Monitor and Control Projects?
- Understanding Important Aspects of Contractor Price and Cost Analysis.

Course Outlines

Day 1: The fundamentals of project management

- Key Definitions in Project Management.
- The Project Life-Cycle.
- Project Complexity Factors.
- Project Strategizing and Managing Triple Constraint.
- Project Context & Environment.
- Key Financial Concepts.

Day 2: Project planning and organizing

- The 20 Project Management Sequence Steps.
- Defining Project Scope and Developing Work & Cost Breakdown Structures.
- Project Management Roles & Responsibilities.
- Project Planning Inputs, Tools & Techniques.
- Project Estimating Techniques.
- Project Scheduling Methods.

Day 3: Implementing, executing, and controlling projects

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- Project Implementation & Resource Management.
- Developing Project Control Systems.
- Keeping Projects On-Track & Controlling Change.
- Project Performance Measurement & Key Performance Indicators.
- Earned Value Management.
- Project Progress Measurement from Initiation to Handover.

Day 4: Project risk management

- Risk Management Planning.
- Risk Identification.
- Qualitative Risk Analysis.
- Quantitative Risk Analysis.
- Risk Response Planning & Implementing.
- Controlling Project Risks.

Day 5: Project leadership and stakeholder management

- Understanding Leadership & Management.
- Working in Project Teams.
- The Team Development Cycle.
- Keys to Effective Influence & Persuasion.
- Improving Communication, Delegation & Motivating Skills.
- Managing Stakeholders & Stakeholder Expectations.

Day 6: Good contracting and procurement practice

- Elements of a Good Contracting and Procurement Process.
- Cost and Pricing.
- Cost Analysis.
- Allocating Overheads.
- What is a Fair Profit?
- Pricing Models.

Day 7: Contract types and payments

- Managing Contract Risk.
- Contract Risk Sharing Continuum.
- Implications of Contract Types.
- Fixed Price and Cost-Reimbursement Contracts.
- Innovative Contract Types.
- Economic Price Adjustment Clauses.
- Invoices and Payments.

Day 8: Source selection and contract development

- Processes for Source Qualification.
- Developing Pre-qualification and Tendering Criteria.
- Rules for Drafting the Contract.

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- Terms & Conditions.
- Forming the Contract.
- Use of Performance-based Contracting.

Day 9: Contract negotiations

- Role of Negotiation.
- Negotiation What Is It?
- Characteristics of a Good Negotiator.
- Essential Rules of Negotiation, Part 1 - A Quote is Never a Concrete Number.
- Essential Rules of Negotiation, Part 2 - The Best Prepared Wins.
- Essential Rules of Negotiation, Part 3 - Have Many Issues and a BATNA.
- Negotiation Tactics.

Day 10: Contract administration and closeout

- Post Award Functions - Overview and Responsibilities.
- Contract Administration Duties.
- Scope of Work Variations.
- Force Majeure.
- Termination.
- Contract Close-Out.

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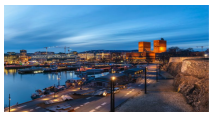
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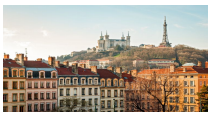
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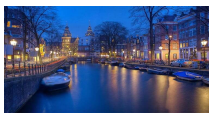
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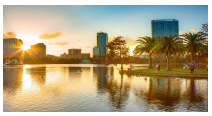
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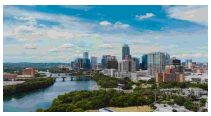
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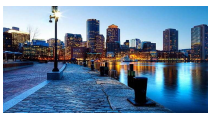
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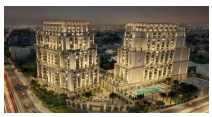
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