

The Contracts & Project Management MBA

Munich (Germany)

13 - 24 October 2025

UK Training

PARTNER



The Contracts & Project Management MBA

Code: PM28 From: 13 - 24 October 2025 City: Munich (Germany) Fees: 7400 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

A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a knight) on it. The pieces are gold and silver. The board is white and black squares. In the background, there are concentric circles radiating from the center.

UK Training
PARTNER

- 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.

UK Training

PARTNER



- 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.

UK Training
PARTNER



Blackbird Training Cities

Europe



Malaga (Spain)



Sarajevo (Bosnia and Herzegovina)



Oporto (Portugal)



Glasgow (Scotland)



Edinburgh (UK)



Oslo (Norway)



Annecy (France)



Bordeaux (France)



Copenhagen (Denmark)



Birmingham (UK)



Lyon (France)



Moscow (Russia)



Stockholm (Sweden)
(Netherlands)



Podgorica (Montenegro)



Batumi (Georgia)



London (UK)



Istanbul (Turkey)



Amsterdam



Düsseldorf (Germany)



Paris (France)



Barcelona (Spain)



Munich (Germany)



Geneva (Switzerland)



Prague (Czech)



Vienna (Austria)



Rome (Italy)



Brussels (Belgium)



Madrid (Spain)



Berlin (Germany)



Lisbon (Portugal)



Zurich (Switzerland)



Manchester (UK)



Milan (Italy)



Blackbird Training Cities

USA & Canada



Los Angeles (USA)



Orlando, Florida (USA)



Online



Phoenix, Arizona (USA)



Houston, Texas (USA)



Boston, MA (USA)



Washington (USA)



Miami, Florida (USA)



New York City (USA)



Seattle, Washington (USA)



Washington DC (USA)



In House



Jersey, New Jersey (USA)



Toronto (Canada)

Africa



Baku (Azerbaijan)
(Thailand)



Maldives (Maldives)



Doha (Qatar)



Manila (Philippines)



Bali (Indonesia)



Bangkok



Beijing (China)



Singapore (Singapore)



Sydney (Australia)



Tokyo (Japan)



Jeddah (KSA)



Riyadh (KSA)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City (Kuwait)



Pulau Ujong (Singapore)



Jakarta (Indonesia)



Amman (Jordan)



Beirut (Lebanon)

UK Training
PARTNER

Blackbird Training Cities

Asia



Kigali (Rwanda)



Cape Town (South Africa)



Accra (Ghana)



Lagos (Nigeria)



Marrakesh (Morocco)



Nairobi (Kenya)



Zanzibar (Tanzania)



Tangier (Morocco)



Cairo (Egypt)



Sharm El-Sheikh (Egypt)



Casablanca (Morocco)



Tunis (Tunisia)



Blackbird Training Clients



UK Training
PARTNER

Blackbird Training Categories

Management & Admin

Professional Skills
Finance, Accounting, Budgeting
Media & Public Relations
Project Management
Human Resources
Audit & Quality Assurance
Marketing, Sales, Customer Service
Secretary & Admin
Supply Chain & Logistics
Management & Leadership
Agile and Elevation

Technical Courses

Hospital Management
Public Sector
Special Workshops
Oil & Gas Engineering
Telecom Engineering
IT & IT Engineering
Health & Safety
Law and Contract Management
Customs & Safety
Aviation
C-Suite Training



 International House 185 Tower Bridge
Road London SE1 2UF United Kingdom

 +44 7401 1773 35
+44 7480 775526

 Sales@blackbird-training.com

 www.blackbird-training.com

UK Training
PARTNER

