

Expertise in Professional Contract Manager

*Vienna (Austria)*

*15 - 19 September 2025*

UK Traininig

**PARTNER**



## Expertise in Professional Contract Manager

Code: LD28 From: 15 - 19 September 2025 City: Vienna (Austria) Fees: 5100 Pound

### Introduction

A Certified Professional Contracts Manager course demonstrates that one has met the highest standards for education, training, and knowledge of the uniform commercial code and experience along with demonstrated knowledge of the contract management competencies. Contract management becomes strategic for many companies exposed to complex projects. The scope of contract management has strongly evolved in the last ten years. It now becomes more mature and offers a range of processes to be applied during the contract life cycle.

### Course Objectives of Professional Contract Manager Advanced

- Understanding the principles of contract management
- Understanding the role of legal contract in business relationships
- Understanding supplier management and Tenders
- Understanding the structure of the legal contract
- Understanding the roles in the contract management profession

### Course Outline of Professional Contract Manager Advanced

#### Day 1

##### Pre-Award

- Contract Financing
- Contract Principles
- Contract Structures
- Contracting Methods
- Intellectual Property
- Laws and Regulations
- Socioeconomic Programs
- Standards of Conduct includes OCOI

#### Day 2

##### Acquisition Planning and Strategy

- Acquisition Planning/Market Research/Marketing
- Cost and Price Analysis



- Drafting Solicitations
- Negotiation
- Protests
- Responding to Solicitations
- Source Selection & Contract Award

### Day 3

#### Post-Award

- Contract Administration
- Contract Changes and Modifications
- Contract Closeout
- Contract Interpretation & Disputes
- Contract Termination & Excusable Delay
- Quality Assurance
- Subcontract Management
- Transportation

### Day 4

#### Specialized Knowledge Areas

- Architect-Engineer Services and Construction
- Government Property
- Information Technology
- International Contracting
- Major Systems
- Research and Development
- Service Contracts
- Specialized Areas
- State and Local Government
- Supply Chain

### Day 5

#### Business Areas

- Accounting & contracts
- Economics for contracts
- Finance Analysis for contracts
- Information Science/IT & their contracts
- Leadership Skills
- Management
- Marketing
- Operations Management





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Secretary & Admin  
Supply Chain & Logistics  
Management & Leadership  
Agile and Elevation

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Telecom Engineering  
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