

# CMPSP 203: Contract Management for Public/Private Sector – Creation to Execution

**Delivery Format:** Online, Instructor-led: 4 Weeks (Approx. 18 Hours)

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

**Price:** ~~\$35,000~~ \$28,000 (Up to 20 participants)

This comprehensive program has been developed by seasoned procurement and contracting experts with decades of experience supporting clients in the Canadian public and private sectors with procurement and contracting projects. It is designed to enhance knowledge and capacity of anyone involved in assisting clients with procurement planning and the preparation of related procurement and contracting documents. The program provides knowledge, resources and practical tools for individuals working in either the private or public sector.

## Who Should Take this Program

This program will benefit any individual whose job involves supporting Canadian clients with procurement and contracting projects including procurement and contract professionals, paralegals, lawyers, engineers, and architects.

## Topics

- Kicking off the contract, defining the governance, planning and communication framework
- Effectively managing stakeholder relationships
- Principles of contract interpretation
- Contract drafting basics
- Processing contract amendments
- Administering a contract renewal
- Negotiation and conflict management
- Contractor compliance management
- Contractor performance management
- Managing through contract disputes
- Terminating the contract
- Contract close out
- Implementing lessons learned

## Learning Objectives

- Learn to design an appropriate contract management framework for any purchase or sale contract.
- Understand legal principles that apply to contract management activities, including how to resolve ambiguities in contract language and to respect the implied duty of good faith between contracting parties.
- Develop basic contract review and contract drafting skills
- Learn how to prepare contract amendment and termination documents
- Understand the basics of contractor compliance and performance management
- Understand how to effectively address poor performance and non-compliance

## Expected Outcomes

Upon completion of this course, participants will have the necessary knowledge and tools to enable them to perform basic contract management activities for any client or organization. They will be able to effectively



## 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

P: 250-370-0041  
E: [hello@procurementsschool.com](mailto:hello@procurementsschool.com)  
W: <https://procurementsschool.com>

### Procurement School

The Atrium  
#301 – 1321 Blanshard Street  
Victoria, BC V8W 0B6

structure an appropriate contract management approach for any contract and to ensure the contract delivers the expected value to the purchasing organization.

### Pre-requisites

CMPSP 101 (highly recommended)



### 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

P: 250- 370- 0041  
E: [hello@procurementschool.com](mailto:hello@procurementschool.com)  
W: <https://procurementschool.com>

#### Procurement School

The Atrium  
#301 – 1321 Blanshard Street  
Victoria, BC V8W 0B6