

# Contract Management for Public/Private Sector (CMPSP) Bundle

**Online, Instructor-led:** 5 Courses (Approx. 100 Hours)

**Price:** ~~\$170,000~~ \$136,000 (Up to 20 participants)

This comprehensive program is designed for individuals at any level involved in contract reviews or contract management such as procurement and contract professionals, business executives, finance officers, paralegals, lawyers, engineers, and architects. It provides essential knowledge for individuals working in either the private or public sector whether supporting procurement or sales.

## Topics

- Principles of Canadian contract and tendering laws
- Comparing commodity-specific contracts
- Procurement/sales contract fundamentals
- Performing contract reviews and drafting
- Negotiation and conflict management
- Managing contract disputes
- Capturing lessons learned
- Contract interpretation principles
- Common contract provisions
- Contract management lifecycle
- Risk identification and management
- Contractor performance management
- Terminating the contract
- Closing-out the contract

## Learning Objectives

- Identify the phases of the procurement and contract management lifecycle from budget approval to contract close-out.
- Identify key players in an organization's budget and contract approval framework.
- Understand common approaches used in the procurement of goods and services.
- Understand basic contract law principles and the meaning of common legal provisions.
- Gain knowledge on how to develop a strong statement of work, the heart of any procurement.
- Identify contract provisions needed when buying varying commodities.
- Understand principles of negotiation and conflict management.
- Review contract management best practices.

## Expected Outcomes

Upon completion of this course, participants will have the basic knowledge and tools to create, review and manage contracts and handle any issues that arise, while sustaining positive relationships with contractors.



## 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

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### Procurement School

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