



Essentials of Contract Management

After all the effort that has gone into finding the right supplier and negotiating the right deal you need to be sure that you get what you ordered and that the delivery meets your requirements. Getting the relationship with your suppliers right can bring significant benefits to your business. This programme shows you how to manage your contractual relationships effectively and is a logical successor to our Commercial Awareness programme.

The programme

This one-day programme is designed for those responsible for dealing with contracts or suppliers. It covers:

- The contractual relationship
- The default path for contractual relationships
- Managing failure versus managing performance
- Best practice in supplier/contractor management
- Agreeing supplier monitoring criteria
- The max-min service paradox
- Practical elements of contract management.
- Managing claims and variations
- Establishing contract governance

Who should attend?

- Senior managers who rely upon their team to manage important suppliers.
- Individuals who are new to contractor or supplier management
- Those responsible for externally provided goods and services
- Buyers and other procurement personnel
- Project managers and others who have day-to-day dealings with contractors
- Managers looking to improve the performance of contractors or suppliers
- Those who have no formal training in managing contractual relationships

Benefits of Attending

Following this programme delegates will be able to:

- Identify quick wins for improvement
- Define “tomorrow’s suppliers” and recognize world class suppliers
- Understand and have the confidence to challenge performance
- Define expected levels of performance
- Identify areas for ongoing improvement
- Get behind supplier’s hype
- Understand and differentiate partnerships from other relationships
- Understand and have the confidence to deal with claims and variations

Power Seminars

Tel 0141 427 0735 Fax 0141 427 2020

www.powerseminars.co.uk e-mail ej@powerseminars.co.uk

© Power Seminars