



IACCM's Fundamentals of Contract and Commercial Management Learning Program

CCM Essentials for Non-Professionals and Those Commencing Contract Management as a Career

This program focuses on delivering contemporary best practices information which will equip all customer and supplier facing colleagues to participate effectively in the contract process.

This program does so in a manner which the student will find interesting and immediately useful in their personal and professional life.

What's Included in the IACCM Fundamentals Program?

Course: An online or 2 day class-room program accompanied by a practical, readable supporting text, which provides the student basic insights and understanding of contracting principles and the impact they have on both business and personal life.

Complementary Book: An electronic copy of the popular 'Fundamentals of Contract and Commercial Management' book.

Document of Attendance: all candidates successfully completing the program gain a Document of Attendance.

IACCM CPD Points: Qualifies for IACCM Continuing Professional Development points.

IACCM Associate Level Certification: IACCM Associate Level Certification will be awarded to those who successfully complete the program and are IACCM Full Members.



PROGRAM BENEFITS

Suitable for all!

- ✓ Understand and manage discussions about contracts in a commercial context.
- ✓ Manage suppliers and relate to customers to achieve a positive and effective working relationship.
- ✓ Contribute to pre-contract signature activities to increase the chances of successful contract delivery & outcome.
- Understand how to manage risk and
- ✓ opportunity in contracts.
- Know enough about contract law to
- ✓ avoid basic errors and involve experts as appropriate.
- Be aware of the steps required to
- ✓ support contract implementation.
- Know how to engage in contract change
- ✓ with positive outcomes for both customer and supplier.

Fundamentals Modules Overview

Introduction

- Introduction to CCM

Essentials of Contract and Commercial Management

- The Contract Lifecycle
- Key Principles

Initiate

- The First Step of the Lifecycle
- Understanding Requirements

Bid

- The RFX documents and the buyer perspective
- Bid and proposal management – the seller perspective

Develop 1

- Selecting a Contract Type
- Preliminary Agreements and Sale of Goods

Develop 2

- Selling Goods and Services; Licenses and Leases
- Other Business Relationships and Complex Agreements

Negotiate

- Different Types of Negotiation Strategy and Negotiating Style
- Planning for Negotiations and Avoid the Common Pitfalls

Manage 1

- Transition to a New Contract
- Managing Changes and Disputes

Manage 2

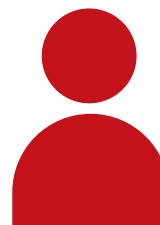
- Managing Performance
- Delivery, invoicing, benchmarking and regular CM activities.

Fundamentals of CCM Program

At the end of this program, students will understand:

- The significance & role of contracts & contracts professionals in the world of business
- The contract management lifecycle & the elements essential to each of its phases
- How to select from a broad range of knowledge, approaches and tools
- Key concepts in contracts & associated legal considerations
- Basic risk assessment techniques
- The principles & process of contract negotiation
- Effective contract delivery and operations post-contract signature
- How to prepare for & take the IACCM Fundamentals of Contract & Commercial Management exam

Pricing



**Online Fundamentals
of CCM Program**

US\$ 395 / person

Get CCM Fundamentals Training Now!

www.iaccm.com