

Contract Management for Project Managers

July 27 & 28 - 6pm to 10pm

July 29 - 10am to 6pm

FGV EAESP -Rua Itapeva, 432 - Room 1002

Bela Vista - Sao Paulo/SP

Overview

Time-to-market pressures have caused many companies to do more contracting. This in turn has created a demand for increased knowledge and enhanced skills for project managers in the area of contract management:

- The items being procured are more diverse, and thus the contract terms and conditions are more diverse as well.
- Multiple items are typically procured for each project, and thus project managers may need to coordinate five or six contracting organizations on a single project.
- Contracting organizations are often geographically dispersed, frequently even in another country, and thus more difficult to monitor.

This three-day program is designed to help project managers develop the skills needed to manage in this environment. This program will help you meet your project success criteria through better control of how the seller's work is done. Approximately 60% of classroom time is devoted to hands-on exercises and directed discussion.

Key Learning Objectives

Upon completion, you will be able to:

- Identify the four elements of a commercial contract
- Describe the procurement process from the buyer's perspective
- Develop a procurement management plan
- Apply objective criteria to seller selection
- Deal with eight common causes of contract-related litigation

The main speaker is William Duncan, and we will have the participation of the Raphael Albergarias:

William Duncan

President of Project Management Partners of Lowell, MA USA. He has over forty years of management and consulting experience. He has helped clients in North America, the Middle East, Asia, Latin America, and Europe improve both organizational and individual competence in project management. He was the primary author of the original (1996) version of A Guide to the Project Management Body of Knowledge. He is currently Director of Certification for IPMA-USA.

Raphael Albergarias

Founding member and President of IPMA Brazil. Director for development of IPMA in LATNET Program (Region 5). IPMA Lead Assessor for 4-L-C IPMA certification. Youngest president in the history of IPMA (Member Association), and youngest IPMA certification assessor. Bachelor in Business Administration. MBA in Project Management - UFRJ. Master in Business Administration - FGV. DBA student at ESC Rennes - France

