



CONTRACT MANAGEMENT – ONE DAY TRAINING COURSE

A master class in managing contracts
and getting best value from third party providers

THE POWER OF BEING UNDERSTOOD
AUDIT | TAX | CONSULTING



CONTRACT MANAGEMENT – ONE DAY TRAINING COURSE

Your relationships and contracts with third party suppliers are amongst your organisation's most valuable assets. Are you equipped with the knowledge and skills to manage them?

The one day training will start at 10am, and finish at 5pm. Lunch and refreshments will be provided. The one day training costs £325 ex. VAT per attendee. For bookings of three or more attendees we offer a discounted rate of £295 ex. VAT each. To book your place please register online: rsmuk.com/events/contract-management-training-course

Training to meet your needs

This course is focused on helping individuals and teams secure the best commercial outcomes for their organisations. Developed by experts who have a strong background in contracting and whole life commercial contract management; the training is designed around best practice methodologies and tools which equip attendees with the means of applying leading industry practice to practical situations. The course material is brought to life with real life experience and current examples.

Who should attend?

Whether you are a leader dependent on third party contracts for your success; a contract manager looking to improve your effectiveness; a purchasing / procurement specialist wanting to refresh and broaden your skills; a programme manager responsible for delivering a significant project using third parties, then this contract management training will help you get the best out of your contractual relationships.

Questions that this training addresses include:

- What does best practice contract management look like?
- How do we identify risk areas and contracts that need more attention?
- What are the key risks at each stage of a contract's lifecycle and what can be done to manage these risks?
- What are the key roles and areas of responsibility?
- How do we focus our limited resources where they matter and will have best effect?

Key learning areas

- Understanding the required contract management processes and controls based on a comprehensive leading practice contract management framework.
- How to analyse and categorise key contracts and supplier relationships to identify those that need specific attention and also to tailor and focus contract management controls to best impact.
- Risks and opportunities throughout the contract life cycle – with a practical emphasis on what to do when contracts and commercial relationships are at their most vulnerable and are critical to high impact activities.
- Commercial risk transfer and how this should be understood to tailor and prioritise contract management.



THIS COURSE HAS GIVEN ME A COMPLETELY DIFFERENT UNDERSTANDING OF CONTRACTS AND HOW THEY REALLY OPERATE – VERY USEFUL PRACTICAL INSIGHT THAT I WILL DEFINITELY USE DAY TO DAY.



About the trainer

Walter Akers specialises in advising enterprises on commercial contract risk and maximising value from complex commercial arrangements. His experience spans 20 years working in industry in senior commercial management roles and as a professional advisor in the commercial assessment and optimisation of contracts.

See more of Walter's experience and link with him on LinkedIn at uk.linkedin.com/in/walterakers/

For further information about this course or to discuss your specific needs please contact Walter Akers at walter.akers@rsmuk.com



Walter Akers

Partner and Head of Contract Risk and Procurement Advisory

ONE DAY TRAINING COURSE

MODULE 1 CONTRACT MANAGEMENT – ACROSS A CONTRACT'S WHOLE LIFECYCLE

- Contracts in the headlines – some high profile case studies
 - The value capture and erosion journey – what goes wrong and why?
 - Why whole life contract management?
 - The contract life cycle and key risks at each stage
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MODULE 2 CONTRACT STRUCTURE AND BUSINESS OBJECTIVES SHOULD DRIVE CONTRACT MANAGEMENT

- Contractual risk transfer and what this means for contract management
 - The 12 box model for identifying risks and opportunities in contracts
 - Case study exercise on different types of contract structure
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MODULE 3 THE CONTRACT MANAGEMENT FRAMEWORK

- Best practice contract management
 - Principles of contract governance
 - Operational toolbox of procedures and controls
 - Case study applying best practice contract management
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MODULE 4 THE CULTURE OF GOOD CONTRACT MANAGEMENT – PEOPLE AND BEHAVIOURS

- The three pillars of good behaviours demonstrated by leading organisations
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