

# CONTRACTING TECHNIQUES

January - 2025







### Training overview

#### **Objectives**

Strengthen the skills needed for effective contract management to:

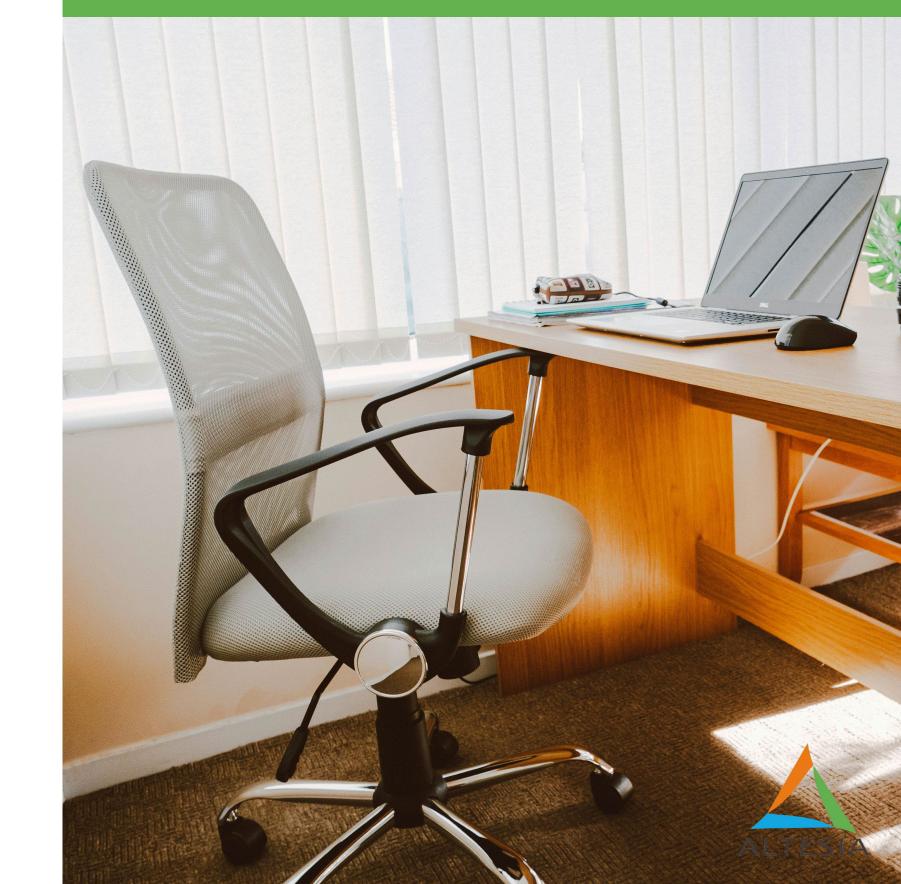
- Supervise supplier services
- Better control of risks
- Optimize the relationship with the supplier
- Ensure a possible exit from the contract with limited impact

#### Target audience

- Procurement professionals willing to improve their skills in contracting techniques with their suppliers
- Legal professionals involved in contractual processes
- Professionals managing suppliers and willing to improve their contracting techniques
- Heads of departments that must manage suppliers

#### **Duration**

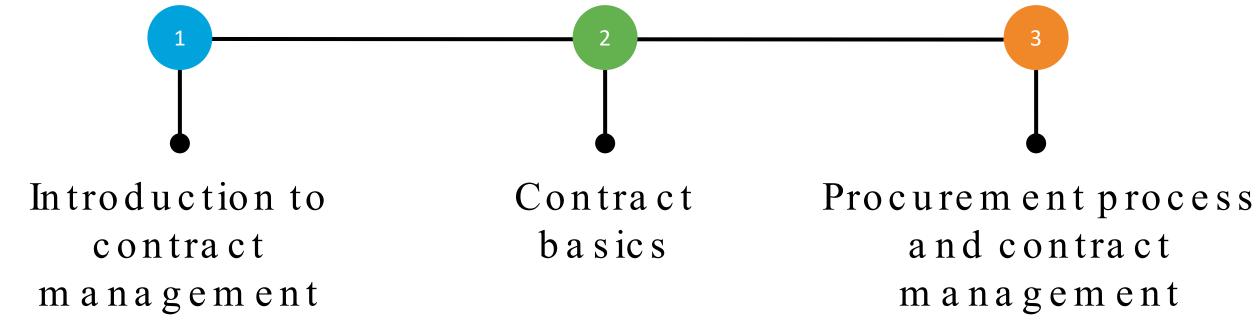
3 days





### Program

The program consists of 7 modules, each of them supported by practical exercises that will enable participants to understand and master the different techniques secure companies through effective contracting

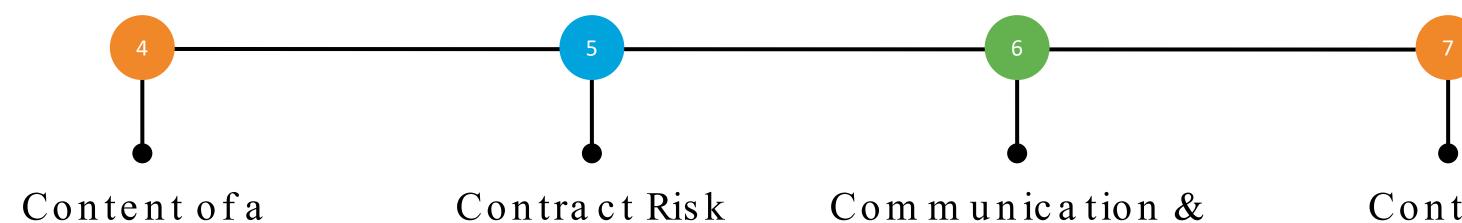


- Roles and responsibilities contract management (buyer, legal, internal customers)
- Integration of contracts into the Procurement process
- in Overview of the different types of contracts
  - Overview of possible contract structures
  - Importance of contracts
  - Legal framework
  - Key elements of a contract
  - Contract lifecycle

- Identification of contractual opportunities from the procurement phase
- Negotiation and drafting of contracts



### Program



- Legal aspects
- Business aspects
- Technical/performance aspects

contract

• Identification and assessment of • Relationships with internal risks in purchase contracts

Management

- Development of a risk mitigation plan and use of contracts to manage procurement risks
- customers during the contract lifecycle

Stakeholder

Management

• Supplier relations

Contract Management technologies & tools

- Use of IT tools to facilitate contract management
- of in • Use contract management



## Training objectives

- Foundational knowledge: gain a solid understanding of contract management
- Practical application: learn to leverage contracting techniques & methodologies to secure the purchase of goods & services
- Management: gain insights on key contractual terms to enhance your supplier risk mitigation and build contracting oversight

### Additionally, you receive

- A detailed methodology to guide trainees through a contract management process
- Checklists & tips & tricks to secure contracting with suppliers





#### **Our trainers**



Julie SODIMU Consultant

6+ years' experience in Procurement in the aerospace & energy industries, as well as in Merchandising



Nicolas BÈGUE Partner

15+ years' experience in Consulting within Procurement & Project Management in the automotive, insurance, chemical, construction, energy, rail & pharmaceutical industries



#### **Contact us**



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