

Contract and Procurement Management

As competitive pressure intensifies, efficient and effective procurement of goods and services could make the difference between success and failure of the organisation to manage costs. Procurement and contract management must be guided by procurement strategy and policy. Experience has shown that contracts driven by successful partnerships between a company and its suppliers produce far more effective results.

Learning Objectives

Participants will:

- Understand the stages and techniques required for successful contract
- Know different types of contracts and associated risks
- Know how to select qualified suppliers and contractors
- Acquire the skills needed to monitor and evaluate their performance on an on-going basis
- Be able to foster collaborative working relationship
- Be able to foster collaborative working relationship
- Apply project management approach to procurement

Learning Contents

- Procurement strategy and policy
- Identifying and specifying the requirement
- Content of a sound contract document
- Designing and applying supplier appraisal process
- Pre-qualifying and selecting the right supplier
- Understanding the 'Due Process'
- Balancing price, quantity & quality

- Communication and corporate expectations
- Establishing of a vendor rating system
- Identifying and agreeing performance improvement targets
- Outsourcing and Sub contracting
- Negotiating the best deal
- Legal aspects of contracts
- Procurement ethics.
- Dealing with unsatisfactory supplier performance

Fee:

N116,638.00 VAT Inclusive

Discounts off regular fees for open programmes: 3-5 nomination
– 5%

Programme also available as in-plant **Fee:** Negotiable

WHO Should Attend?

Managers, procurement officers, buyers and government official

April 10 – 12,

August 19 21,

November 13 15, 2019

Property of Impact Consulting Nigeria.

- 10, Obokun Street, Off Coker Road, Ilupeju, Lagos.
- Tel.: +2348023060462,+2348033876456,+2348033014321
- info@impactconsultingng.com