
Contractmanagement CATS CM Foundation

Duration: 2 Days **Course Code: SNCMF** **Version: 4.0** **Delivery Method: Company Event**

Overview:

Step into the world of contract management and discover its power in this dynamic basic training! In this four session training course, participants not only uncover the essence of contract management but also immerse themselves in the proven CATS CM® methodology. They gain control over contracts and their risks and explore how they can be effectively managed with simple tools and procedures. This training lays a solid foundation for successful contract management. Participants will be able to confidently apply the knowledge and insights gained immediately after the training, enabling them to execute contract management effectively and efficiently within their own organization.

Company Events

These events can be delivered exclusively for your company at our locations or yours, specifically for your delegates and your needs. The Company Events can be tailored or standard course deliveries.

Target Audience:

This training is specifically designed for contract managers and their supervisors, both on the client and supplier sides, who aim for a clear vision and a structured approach to contract management. Additionally, the training is suitable for other contract professionals interested in this field and for process owners seeking insights into the do's and don'ts of implementing contract management

Objectives:

- Acquire valuable knowledge of the contract management methodology CATS CM®.
 - Discover what makes contract management successful and learn the choices and steps required to implement and execute professional contract management.
 - Gain knowledge and understanding of the role of the contract manager.
 - Understand the role of the contract manager in relation to other functions, such as sales, account management, supplier management, procurement, project management, and service management.
 - Work more effectively and efficiently through practical tools and techniques.
 - Add value to your department and organization by applying the knowledge and skills gained in practice.
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Testing and Certification

Follow-on-Courses:

- CATS CM® Foundation exam
 - CATS CM® Practitioner
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Content:

What Will The Participant Learn?

- the theory of the CATS CM® contract management methodology, including:
- the focal points of contract management, the CM Essentials;
- the steps in the contract management process;
- the operation of contract management scenarios, allowing the contract management approach to be tailored to the type of contract;
- the relationship between contract management and adjacent fields;
- the factors that affect the success of contract management;
- the role of contract management in the pre-contract signing phases and collaboration with the procurement or sales department;
- how a contract manager adds value to any organization through effective contract management;
- the basic principles for the implementation and positioning of contract management within an organization.

The training course schedule is as follows:

- Key Definitions
- Contract Objectives
- The Increasing Importance of Contract Management?
- Contract Management in a Broader Perspective
- The CATS CM® Methodology
- Pillar 1: Work To Be Done and All Other Contract Matter
- Pillar 2: The Roles
- Pillar 3: The Contract Management (CM) Essentials
- Pillar 4: The Contract Management Process and Determination of Contract Management Scenarios
- Zoom in on CM Essentials
- Combining CM Essentials with Steps in the Process
- Zoom in on CM Essentials
- The Contract Risk Profile
- The Obligations Assessment

Further Information:

For More information, or to book your course, please call us on 0800/84.009

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www.globalknowledge.com/en-be/