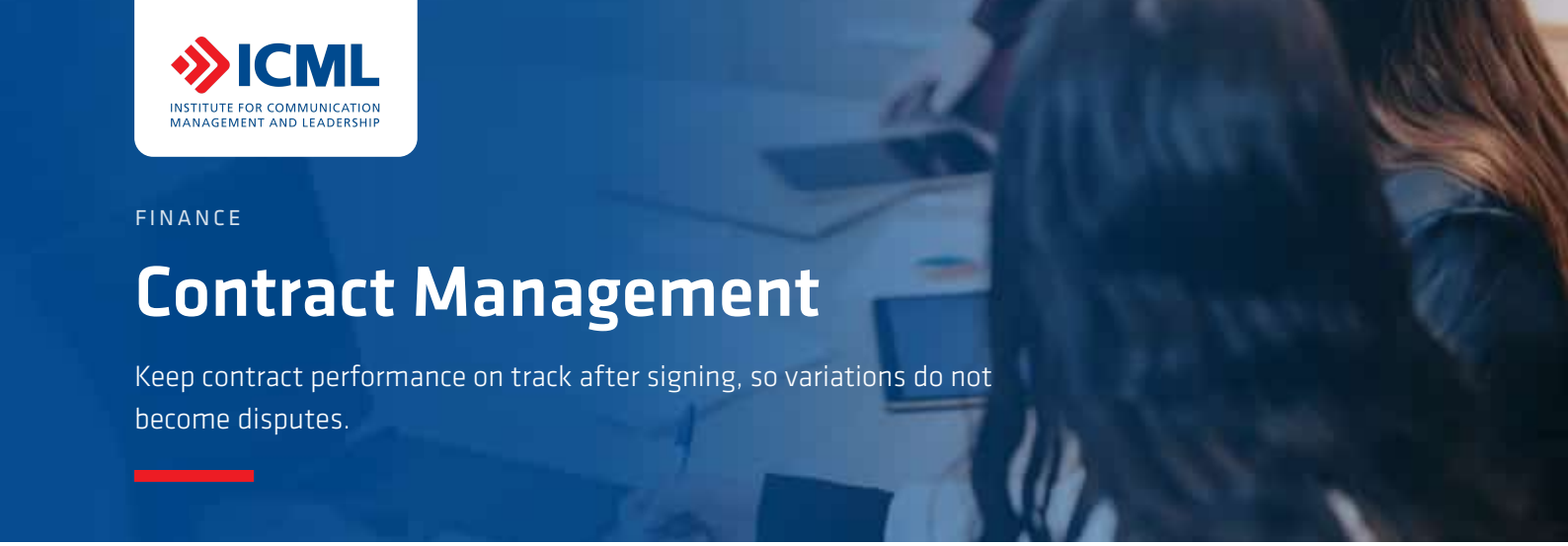
ICML
INSTITUTE FOR COMMUNICATION MANAGEMENT AND LEADERSHIP



FINANCE

Contract Management

Keep contract performance on track after signing, so variations do not become disputes.

WHO IT'S FOR

Managers and staff who manage contracts and suppliers after signing.

DURATION

1 day, or tailored to your needs

FORMAT

On-site: we come to you, virtual or hybrid.

PARTICIPANTS WILL DEVELOP THE SKILLS TO

- Set up a contract for success from the first day after signing
- Monitor supplier performance and obligations against the agreement
- Identify and manage contract risk before it becomes an issue
- Manage the supplier relationship to keep performance on track
- Negotiate variations without damaging the relationship
- Resolve disagreements early so they do not become disputes

Tailored to your organisation

We build in your contract types, templates, governance and policies, and the language your people use, so the learning fits the contracts they manage. We do not provide legal advice; the focus is practical management.

ABOUT THIS PROGRAM

The contract is signed, and the real work starts. Deliverables slip, suppliers drift from the agreement, and a small variation becomes a dispute because nobody tracked it. Our contract management training focuses on what happens after signing: setting the contract up for success, monitoring performance and obligations, managing risk and relationships, and negotiating variations. Participants leave with a practical approach they can apply to their own contracts. The focus is day-to-day contract management, with legal questions referred to your legal team.

> "Loved Mechelle's presentation and facilitating style – this course was excellent!"
>
> Hub Australia – Ryan

Talk to us about this program

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Enquire online