

CHARTERED 
INSTITUTE OF PROFESSIONAL CERTIFICATIONS

CERTIFIED PROCUREMENT CONTRACTS MANAGER™



CPCM™

**Fully Accredited
By:**

Chartered Institute of
Professional Certifications

CPD
Certification Service



PROGRAM OVERVIEW



According to Gartner, **top-performing companies in procurement contract management can achieve an average reduction of 15%** in contract management costs. Furthermore, these organizations that have effective contract management practices experience significantly less contract breaches and disputes compared to companies with weak contract management practices. This highlights the crucial importance of effective procurement contract management for organizations.

This **Certified Procurement Contracts Manager (CPCM™)** program will equip you with the tools and techniques to **draft and manage procurement contracts that safeguard you from any unwanted disputes** with your vendor for breaching the service agreement. Led by Colin McIntyre, a globally recognized MCIPS-qualified procurement contract trainer and expert, you will learn how to **draft and negotiate optimal procurement contracts that prioritize timely product delivery and avoid contract breaches and disputes**. You also will learn how to incorporate legal considerations as well as the **essentials of contract contents such as KPI, SLA, price & schedule, and specifications on product and service delivery** into your contract. Besides that, you will be guided on the different types of contractual agreements that are relevant to your transaction and manage legal and compliance issues. Finally, you will discover how to **manage disputes and non-performance in case of contract breaches** and establish effective contract management practices to mitigate these detrimental outcomes.

By the end of the program and upon passing the Chartered exam, you will have earned the Certified Procurement Contracts Manager (CPCM™) designation which you can use to demonstrate your professional credentials and expertise in managing effective procurement contracts.

Globally demanded and recognized, this designation is an industry-recognized trademarked charter developed by the Chartered Institute of Professional Certifications and has lifelong validity. It's also fully accredited by CIPD (Chartered Institute of Personnel and Development), with 160,000 membership organizations worldwide.

ACCREDITATIONS



4.8



4.6



KEY SKILLS YOU WILL GAIN

From This Program



**WRITING RFI AND RFPS
CONTRACT NEGOTIATION
PROCUREMENT ETHICS
CONTRACT LAW**

**PROCUREMENT CONFLICT MANAGEMENT
CONTRACTS NEGOTIATION
PROCUREMENT CONTRACTS MANAGEMENT
CLAIMS MANAGEMENT**

**MANAGING PAYMENT TERMS
CONTRACT ADMINISTRATION
PROCUREMENT CONTROLS
CHANGE ORDER MANAGEMENT**

**SUPPLIER EVALUATION
PROCUREMENT FRAUD PREVENTION
LITIGATION MANAGEMENT
PROCUREMENT-RELATED ARBITRATION
PROCUREMENT DISPUTE MEDIATION**

**DISPUTE RESOLUTION
DEFINING INCOTERMS**

YOUR FACULTY DIRECTOR



Colin McIntyre MBA, MCIPS, BA(hons)

International Qualified MCIPS Procurement Contracts
Trainer and Expert

Colin McIntyre is a globally recognized procurement contracts expert and trainer with over 20 years of experience specializing in improving procurement & supply chain processes, building robust procurement and vendor contracts, and delivering holistic procurement training. As a **qualified Member of the Chartered Institute of Procurement and Supply (MCIPS) trainer, one of the most prestigious qualifications** that a professional purchaser can achieve, Colin has delivered extensive training related to procurement and contract management for various private and public organizations globally. He is also the Director & Founder of Lean Procurement Ltd. and **provides expert advice to companies in managing large procurement teams and creating positive changes and improvements to add value to their organizations.**

OUR PARTICIPANTS

Over 70% of FORTUNE 500 Companies Have Attended Our Accredited Programs Before



Goldman Sachs



SAMSUNG



ExxonMobil



BURBERRY



citi



IKEA



VOLVO



HYUNDAI



Pfizer

Life is our life's work



Nestlé

PROGRAM AGENDA



Procurement Management

CPCM™
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CONTRACTS
MANAGER™

MODULE 1 - INTRODUCTION TO CONTRACTS AND CONTRACT LAW

- Lesson 1 - Definitions
- Lesson 2 - The Formation Of Contracts
- Lesson 3 - Application

MODULE 2 - LEGAL CONSIDERATIONS WITH CONTRACT CREATION

- Lesson 1 - The Contracting Process
- Lesson 2 - Importance Of Written Contracts
- Lesson 3 - Battle Of The Forms

MODULE 3 - CONTRACT CONTENTS

- Lesson 1 - Specifications
- Lesson 2 - KPI's/ SLA's
- Lesson 3 - Pricing And Schedules

MODULE 4 - IMPORTANT CONTRACT TERMS IN CONTRACTS

- Lesson 1 - Express Terms (1)
- Lesson 2 - Express Terms (2)

MODULE 5 - TYPES OF CONTRACTUAL AGREEMENTS

- Lesson 1 - One Off Purchases
- Lesson 2 - Purchase Orders
- Lesson 3 - Framework Agreements

- Lesson 4 - Term Contracts
- Lesson 5 - Hiring And Lease Contracts

MODULE 6 - MODEL FORM CONTRACTS

- Lesson 1 - Standard Term Contracts
- Lesson 2 - Advantages And Disadvantages Of Model Form Contracts
- Lesson 3 - Examples Of Model Form Contracts

MODULE 7 - CONTRACTUAL NON-COMMERCIAL FACTORS

- Lesson 1 - Labour And Environmental Standards
- Lesson 2 - Sustainability
- Lesson 3 - Corporate Governance In Contracting

MODULE 8 - REMEDIES FOR NON-PERFORMANCE OF CONTRACT

- Lesson 1 - Contract Terms Applied To Performance (i)
- Lesson 2 - Contract Terms Applied To Performance (ii)
- Lesson 3 - Clauses For Default

MODULE 9 - CONSIDERATIONS WHEN TERMINATING A CONTRACT

- Lesson 1 - Assessment Of Damages
- Lesson 2 - Contract Termination
- Lesson 3 - Relationship Factors

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MODULE 10 - MECHANISMS FOR DISPUTE RESOLUTION

Lesson 1 - Informal Contract Conflict Resolution
Methods

Lesson 2 - Formal Contract Conflict Resolution
Methods

Lesson 3 - How To Approach Breaches Of
Contract

EXAMINATION

YOUR CHARTER DESIGNATION



Chartered Institute of Professional Certification's programs are unique as they provide you with professional charter designation and mark that can be used across your lifetime once you have completed our programs.

After completing the program and passing the exam, you will be awarded the **Certified Procurement Contracts Manager (CPCM™) designation** that can be used in your resume, CV, and other professional credentials. This designation is a global trademark and industry-recognized with lifelong validity.

Globally demanded and recognized, this CPCM™ designation will provide you with a valuable and sought-after skill set, positioning you as an expert in procurement contract management. You will not only gain a comprehensive understanding of the procurement contract lifecycle, but also be able to increase your career advancement and earning potential, protect your organization from disputes, and stay compliant and competitive in your field.

ABOUT US

49,525

Business Leaders Have Attained Their Chartered Certifications Since 2009

390

Certified and Fully Accredited Programs

87%

Chartered Leaders Have Reported Career Promotions and Enhancements

Chartered Institute of Professional Certifications

All of Chartered Institute of Professional Certifications programs are fully accredited programs. The professional charters and designations are trademarked credentials that can only be used by professionals who have completed and passed our accredited program. It is also independently accredited by CPD as adhering to the highest standards of continuing professional principles.

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UNIVERSITY OF MICHIGAN



**THE LONDON SCHOOL
OF ECONOMICS AND
POLITICAL SCIENCE**



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School**

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CONTACT US TODAY

We Thank You for Your Ongoing Support
of Our Programs

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