



London TDM

# Project Management Training Courses

**Course Venue:** Malaysia - Kuala Lumpur

**Course Date:** From 11 January 2026 To 15 January 2026

**Course Place:** Royale Chulan Hotel

**Course Fees:** 6,000 USD

## Introduction

The "Procurement and Contracting for Projects" course is designed to equip professionals with the skills and knowledge needed to effectively manage procurement processes and develop contracts in project environments. This 5-day intensive program offers comprehensive insights into procurement strategies, contract management, risk mitigation, and supplier relationships, essential for successful project delivery.

### Objectives

- Understand the fundamentals of procurement and contracting in project management.
- Develop skills to evaluate and select suppliers strategically.
- Understand contractual terms and conditions to safeguard interests.
- Learn risk management strategies in procurement and contracting.
- Enhance negotiation skills for effective contract formation.

## Course Outlines

### Day 1: Introduction to Procurement and Contracting

- Overview of procurement and its importance in projects
- Basics of contract management and lifecycle
- Key procurement processes and principles
- Procurement strategies: make or buy decisions
- Introduction to project procurement management plans

### Day 2: Supplier Selection and Evaluation

- Criteria for supplier selection
- Bid processes: RFP, RFQ, and RFI
- Evaluating supplier performance
- Developing and utilizing supplier scorecards
- Legal and ethical considerations in supplier relationships

### Day 3: Crafting Contracts

- Key components of a contract
- Types of contracts: fixed-price, cost-reimbursable, time & materials
- Defining terms and conditions effectively
- Issues in contract negotiations and resolutions
- Incorporating agile practices in contracting

### Day 4: Managing Risk in Procurement and Contracts

- Identifying risks in procurement and contracts
- Risk management frameworks and tools
- Mitigating risks through contract clauses
- Monitoring and controlling procurement risks
- Resolving disputes and contract breaches

## **Day 5: Advanced Contract Management and Negotiation Skills**

- Advanced negotiation strategies and techniques
- Maintaining supplier relationships and performance
- Reviewing and amending contracts
- Contract closeout and lessons learned
- Case studies and role-playing exercises