# Certified Professional Contract Manager (CPCM) Training

20 – 24 September 2027
Rome (Italy)



# Certified Professional Contract Manager (CPCM) Training

**Ref:** 322898_218235 **Date:** 20 – 24 September 2027 **Location:** Rome (Italy) **Fees:** 5200 GBP

## Course Description

This intensive 1-week course prepares participants for the Certified Professional Contract Manager CPCM certification. Covering the entire contract lifecycle, from pre-award to closeout, the program blends theoretical knowledge with practical applications. Participants will develop skills in contract planning, negotiation, risk management, and compliance, essential for success in today's complex contracting environment.

## Learning Objectives

- Master the contract lifecycle from pre-award to closeout
- Develop advanced negotiation and risk management strategies
- Understand legal and regulatory compliance in contract management
- Apply best practices in contract administration and performance management
- Prepare for the CPCM certification exam

## Course Modules

### Day 1: Foundations of Contract Management

- Introduction to contract management principles
- Contract types and structures
- Legal and regulatory framework
- Ethics in contracting

### Day 2: Pre-Award and Solicitation

- Requirements definition and market research
- Solicitation planning and development
- Source selection strategies
- Bid and proposal evaluation

### Day 3: Contract Formation and Negotiation

- Contract pricing and cost analysis
- Negotiation strategies and techniques
- Terms and conditions
- Contract award process



### Day 4: Contract Administration

- Post-award orientation and kickoff
- Performance monitoring and quality assurance
- Change management and modifications
- Dispute resolution techniques

### Day 5: Contract Closeout and Advanced Topics

- Contract closeout procedures
- Audits and compliance reviews
- Risk management strategies
- Emerging trends in contract management

## Practical Wins for Participants

- Develop a comprehensive contract management plan
- Create effective negotiation strategies for complex contracts
- Implement risk mitigation techniques in contract administration
- Establish a contract compliance monitoring system

