# Contract Management

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| Jun 12 – 13, 2025 | Venue: PIM, Karachi | Rs. 31,000/= |
| Jan 20 – 21, 2025 | Venue: PIM, Lahore. | Rs. 31,000/= |
| Apr 16 – 17, 2025 | Venue: PIM, Islamabad. | Rs. 31,000/= |

**Note: The Fee is Exclusive of GST.**

## Course Description

Since contracts are developed and executed in a highly complex and regulated environment, a solid understanding of the contracting process is critical for buyers as well as for sellers. Regulatory requirements, globalization, increase in contract volumes and complexity have resulted in an increased recognition of the importance and benefits of effective contract management process. This training is designed to improve a general understanding of the contracts and its various types and to share the best practices used by professional organizations for the effective contract management process.

## LEARNING OUTCOMES

After the workshop, you will be able to:

- To give a fundamental understanding about the contracts and its types
- To describe the contract management and contract administration processes
- To highlight the importance of contract risk management
- To discuss the various techniques for contractual relationship management

## WHO MUST ATTEND?

- Procurement management professionals
- Sales management professionals
- Project management professionals
- Anyone in an organization dealing with contracts

## COURSE CONTENTS:

- Contract Management defined
- Contract formation
- Contract types
- Contract Management Plan & team formation
- Contract start up
- Contract Administration
- Contract closure & review
- Contract Risk Management

**FOR DETAILS AND REGISTRATION**

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