

▶ **PM031 – Project Procurement Management**

This workshop was designed to provide a practical structure to assist you to effectively manage vendor and partner relationships. We will discuss the entire lifecycle of the relationship from concept, through solicitation and selection, to negotiations, and finally through the life of the contract to closure. This course is aligned with PMI's PMBOK.

“Vendor relationships are not unlike marriages. You have good days and bad days. It's how the relationship survives these peaks and valleys that proves the value of the relationship and cements a commitment from both parties – if you have to pull out the contract... it's too late”

- ✓ PMI Procurement Framework
- ✓ Authority vs. Responsibility
- ✓ Role of PM in procurement process
- ✓ Who negotiates the contracts and how
- ✓ Stakeholder analysis techniques
- ✓ Contracts and Legal Issues
- ✓ Types of contracts- we discuss best practices
- ✓ Contract provisions and risk
- ✓ Risk analysis and procurement
- ✓ The procurement knowledge areas
- ✓ Managing the contract
- ✓ Creating a contract Breakdown Structure
- ✓ Managing Conflicts & Dealing with Common Issues
- ✓ Agreement on project objectives - All parties
- ✓ Vendor relationship strategies
- ✓ Closing the contract and documenting lessons learned

FYI: This course is also covered within the University of Ontario Masters Qualification in Project & Portfolio Management offered in partnership with Bay3000.

Knowledge Areas: Integration, Time, Cost, Quality, Procurement, Human Resources, Communications, Risk, Scope.