



PMI TRAINING

Mba In Contracts And Project Management

Master contract negotiation, project planning, and risk management with our MBA in Contracts and Project Management. Drive successful outcomes.

DURATION

2 hours

LEVEL

Intermediate

FORMAT

Instructor-Led

- Globally Recognized Certification

- Expert-Led Hands-On Training

- Flexible Scheduling

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COURSE OVERVIEW

The MBA in Contracts and Project Management is a specialized, intermediate-level course designed for professionals seeking to master the intricate relationship between project execution and contractual agreements. In today's dynamic business landscape, successful project delivery is inextricably linked to robust contract management, from initial negotiation and drafting to ongoing administration and dispute resolution. This course provides a comprehensive framework, equipping participants with advanced skills to navigate legal complexities, optimize contractual performance, and drive project success.

This intensive program delves into the strategic formulation, negotiation, and administration of contracts within a project context. You will learn to effectively manage contractual risks, ensure legal compliance, and maximize value for all stakeholders. The curriculum integrates core project management methodologies with essential principles of contract law, procurement, and commercial management. By understanding how to strategically leverage contracts, you will gain the ability to minimize financial exposure, accelerate project timelines, and enhance overall project profitability. This unique blend of project and contract expertise empowers you to lead complex initiatives with confidence.

Upon completion, you will not only be proficient in project planning and execution but also adept at managing the legal and commercial aspects that underpin all successful projects. This translates into tangible career benefits, enabling you to take on leadership roles where strategic oversight of both project performance and contractual obligations is paramount.

Duration	2 hours
Level	Intermediate
Vendor	PMI

COURSE CURRICULUM

01 Module 1: Foundations of Strategic Project and Contract Management

- Introduction to Project Lifecycle Management (PLC)
- Overview of Contract Types and Structures (Fixed-Price, Cost-Plus, Time & Materials)
- Key Legal Principles in Contract Law (Offer, Acceptance, Consideration, Capacity)
- Integration of Project Management Methodologies (PMBOK principles, Agile) with Contractual Frameworks
- Roles and Responsibilities of Project and Contract Stakeholders

02 Module 2: Contract Formulation, Negotiation, and Drafting

- Strategic Contract Planning and Scope Definition
- Advanced Negotiation Techniques and Strategies
- Effective Contract Drafting: Clauses, Terms & Conditions, and Specifications
- Risk Allocation and Indemnification Clauses
- Intellectual Property Rights and Confidentiality Agreements
- International Contract Considerations and Jurisdictional Issues

03 Module 3: Project Execution and Contractual Administration

- Contract Performance Monitoring and Management
- Change Order Management and Variation Clauses
- Subcontractor Management and Flow-Down Clauses
- Quality Assurance and Control in Contracted Projects
- Cost Control and Earned Value Management in Contractual Settings

- Progress Reporting and Communication with Contractual Partners

04 Module 4: Risk Management, Dispute Resolution, and Ethical Practices

- Identification and Mitigation of Contractual Risks (Legal, Financial, Operational)
- Dispute Avoidance Strategies
- Alternative Dispute Resolution (ADR) Mechanisms (Mediation, Arbitration)
- Contract Breach, Termination, and Remedies
- Ethical Considerations and Compliance in Procurement and Contract Management
- Auditing Contractual Compliance

05 Module 5: Strategic Procurement and Contract Closeout

- Strategic Sourcing and Supplier Selection Processes
- Vendor Performance Management and Relationship Building
- Contract Closeout Procedures and Lessons Learned
- Final Acceptance and Warranty Management
- Contract Documentation and Archiving
- Leveraging Digital Tools for Contract Lifecycle Management (CLM) and Project Information Systems

CAREER PATHWAYS

Graduates of this program are prepared for the following roles:

- > **Senior Contracts Manager/Specialist**
- > **Commercial Project Manager**
- > **Procurement & Vendor Relationship Manager**

FREQUENTLY ASKED QUESTIONS

Q: Given the 'MBA' designation, how does this course differentiate from standard project management certifications (like PMP) in its approach to contract management?

While traditional project management certifications focus heavily on the 'how-to' of project execution, our MBA in Contracts and Project Management uniquely emphasizes the strategic and legal dimensions of contractual agreements. It moves beyond basic procurement to delve into advanced contract law principles, negotiation tactics, risk allocation, and dispute resolution from an executive perspective. This course equips you not just to manage projects, but to strategically manage the contracts that underpin them, ensuring legal compliance, optimizing financial outcomes, and mitigating complex commercial risks throughout the entire project lifecycle.

Q: What practical skills will I gain to effectively mitigate contractual risks and manage disputes throughout the project lifecycle?

This course provides hands-on knowledge and practical strategies for proactive risk mitigation. You will learn to identify potential contractual pitfalls during the drafting and negotiation phases, implement robust performance monitoring, and establish effective change control processes. Furthermore, you will gain proficiency in various dispute avoidance techniques and Alternative Dispute Resolution (ADR) mechanisms, such as mediation and arbitration. The curriculum includes case studies and real-world scenarios to ensure you can apply these skills immediately to prevent and resolve contractual conflicts, safeguarding project success and organizational interests.

Q: Is this course suitable for professionals who already hold a PMP or similar project management certification, and if so, how will it enhance their existing qualifications?

Absolutely. This course is an ideal advancement for professionals who already possess foundational project management certifications like PMP, PRINCE2, or CAPM. While these certifications provide excellent frameworks for project execution, the MBA in Contracts and Project Management adds a critical layer of commercial and legal acumen. It enhances your existing qualifications by transforming you from a skilled project manager into a strategic leader capable of navigating complex contractual environments, making informed legal decisions, and ensuring that project outcomes align perfectly with contractual obligations and organizational objectives. It bridges the gap between technical project delivery and strategic business leadership.

ABOUT COMPUTER PRIDE



East Africa's Premier IT Training Center

With over 15 years of excellence, Computer Pride delivers globally recognized certification programs from leading technology vendors. Located on Kenyatta Avenue in Nairobi's CBD, our state-of-the-art facilities and expert instructors have empowered thousands of professionals across East Africa.

15+

Years of Excellence

10,000+

Professionals Trained

50+

Vendor Certifications

READY TO ENROL?

Take the next step in your technology career.

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