



*Training Course:
The 5-day Purchasing MBA*

*29 December 2025 - 2 January 2026
Trabzon (Turkey)*

Training Course: The 5-day Purchasing MBA

Training Course code: PC4080 From: 29 December 2025 - 2 January 2026 Venue: Trabzon (Turkey) - Training Course
Fees: 5500 € Euro

Introduction

The programme will present the latest in project delivery, planning and monitoring approaches and methodologies, negotiation strategies, and innovative technologies for management of oil and gas projects with specific examples of what works and what does not.

Programme objectives

- Discuss advanced issues in project delivery systems
- Explain nature of Design in Oil & Gas Projects
- Coverage of management techniques for mitigating projects with compressed schedules
- Identify project success factors and characteristics
- Apply advanced applications of Lead/Lag scheduling in construction
- Discussion of the unique problems related to schedule updating, cost control, and cash flow
- Coverage of negotiation skills that can diffuse conflicts and resolve disputes thus saving time and money
- Explain important warranty and contractual issues
- Coverage of the challenges of integrating state-of-the-art management methods and technologies for construction projects
- Demonstration of the latest computer tools for project management

Methodology

Project Management knowledge, skills, tools and techniques are taught through case studies, experiential exercises and practical examples that can be used immediately to improve your contracting and project results.

Programme summary

This programme is created in response to the needs of the modern owner and contractor. Topics demonstrate how to integrate project objectives, owner capabilities, project risks, and advanced technology; into a systematic approach to successful project delivery of oil and gas projects.

Programme outlines

DAY 1 - Project Delivery Systems & Project Finance

- Project Management Terminology
- Pros and Cons of various Delivery Systems?
- Success Factors, what to look for?
- Build - Operate - Transfer BOT, Functional Specifications, Issues and Concerns
- Economic Evaluation
- Project Finance

DAY 2 - Project Finance, Cash Flow and Advanced Project Estimating

- Project Phases and issues pertinent to each phase
- Financial Evaluation Methods
- Owner and Contractor cash Flow
- Project Scope Development
- The Work Breakdown Structure
- Technologies for computer Project Estimating

DAY 3 - Advanced Topics in Scheduling and Estimating of Projects

- Conceptual & Parametric Estimating
- Lead/Lag Scheduling
- Resource Allocation for construction projects
- Time-Cost Tradeoff
- Linear Scheduling Method
- Technologies for computer Project Scheduling

DAY 4 - Project Control & Negotiations in Construction Management

- Project Control Systems
- Project Updating Methods

- Earned Value Management
- Team Development and Effective Teamwork
- Developing effective negotiation strategies and tactics
- Understanding your BATNA Best Alternative To a Negotiated Agreement
- What to do when negotiations break down and how to respond to tricks

DAY 5 - Advanced Issues in Project Management

- Building Information Modeling
- Material Management
- Lean Project Management

Registration form on the Training Course: The 5-day Purchasing MBA

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