



*Training Course:
Driving Project Success through Effective
Procurement and Contract Management*

*12 - 16 October 2025
Istanbul (Turkey)
DoubleTree by Hilton Istanbul Esentepe*

Training Course: Driving Project Success through Effective Procurement and Contract Management

Training Course code: PC236085 From: 12 - 16 October 2025 Venue: Istanbul (Turkey) - DoubleTree by Hilton Istanbul Esentepe Training Course Fees: 5500 ₺ Euro

Introduction

This training program is designed to equip professionals working in contracts and procurement departments with the knowledge, skills, and tools needed to effectively align procurement activities with project goals. As procurement plays a critical role in project success, this course emphasizes how to translate project requirements into contract strategies, manage supplier performance, and ensure value delivery through best practices.

Participants will explore procurement planning, risk management, communication strategies, and post-award contract management—all within the framework of achieving defined project objectives.

Target Audience

- Contract and procurement officers
- Procurement specialists and analysts
- Project support staff in purchasing functions
- Contract administrators and supply chain personnel
- Anyone involved in aligning procurement with project delivery

Objectives

By the end of this program, participants will be able to:

- Understand how procurement impacts the achievement of project goals.
- Translate project requirements into effective procurement plans.
- Apply best practices in supplier evaluation and contract development.
- Identify and manage risks related to contracts and purchasing.
- Enhance coordination between project and procurement teams.
- Monitor and evaluate vendor performance to ensure compliance and delivery.

Outlines:

Day 1:

Linking Procurement with Project Success

- Overview of project lifecycle and key objectives
- The role of procurement in project execution
- Stakeholder alignment and communication
- Procurement needs assessment and project scoping

Day 2:

Procurement Planning and Strategy

- Developing a procurement management plan
- Aligning purchasing strategy with project phases
- Selecting appropriate contract types
- Building performance-based contracts

Day 3:

Vendor Evaluation and Risk Management

- Prequalification and evaluation criteria
- Risk identification and mitigation in procurement
- Drafting clear and measurable requirements
- Managing compliance and supplier capacity

Day 4:

Contract Execution and Administration

- Monitoring deliverables and supplier performance
- Handling contract variations and change orders
- Dispute resolution and claims management
- Ensuring alignment between actual delivery and project KPIs

Day 5:

Post-Award Review and Continuous Improvement

- Lessons learned in procurement and contracting
- Auditing supplier performance
- Measuring procurement contribution to project success
- Case studies and group workshop
- Action planning and program wrap-up

Registration form on the Training Course: Driving Project Success through Effective Procurement and Contract Management

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