



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

*27 - 31 October 2025
Rome (Italy)*

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

Training Course code: PU236130 From: 27 - 31 October 2025 Venue: Rome (Italy) - Training Course Fees: 5750 € Euro

Introduction

Procurement and contract management are critical elements that directly impact the success or failure of projects, especially in dynamic environments characterized by market complexities, supply chain challenges, and multiple stakeholders. Careful planning of procurement activities, selecting the most suitable suppliers, professionally drafting contracts, and effectively managing their execution and closure all contribute to improving project execution quality and ensuring delivery on time and within budget.

In many projects, poor procurement practices or mismanagement of contracts can lead to significant delays, cost overruns, or even project failure. Therefore, it is essential to build the competencies of teams responsible for these areas by equipping them with modern knowledge and practical skills that enable them to manage suppliers and contractors effectively, reduce risks, and ensure optimal value for money.

This program aims to provide a comprehensive practical framework for managing procurement and contracts within the project context, enhancing participants' ability to align strategic project goals with daily procurement and contracting practices. It also covers the latest global trends and best practices in the field, with a focus on real-world applications and lessons learned from international and local experiences.

Objectives

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

- Understand the relationship between procurement and contract management and project success.
- Apply best practices in planning and procuring goods and services.
- Draft and review contracts effectively.
- Identify and mitigate contractual risks.
- Engage with suppliers and contractors using effective negotiation strategies.

Target Audience

- Project Managers
- Procurement and Contracting Staff

- Engineers and Project Administrators
- Legal and Financial Officers involved in contracts
- Anyone involved in contract execution in a project environment

Training Program Outline

Day 1: Strategic Role of Procurement and Contract Management

- The strategic importance of procurement and contracts
- Understanding procurement in project environments
- Linking procurement to project objectives
- Strategic procurement planning
- Stages of the procurement cycle in projects

Day 2: Planning and Executing Procurement Activities

- Developing the procurement plan
- Supplier identification and prequalification
- Request for Quotation RFQ, Request for Proposal RFP, Invitation to Tender ITT
- Bid analysis and supplier selection

Day 3: Contract Management in Projects

- Types of contracts and their uses
- Basic legal drafting of contracts
- Elements of an effective contract
- Managing contractual performance

Day 4: Negotiation and Supplier Relationship Management

- Effective negotiation skills in projects

- Building strategic supplier relationships
- Resolving contractual disputes
- Key Performance Indicators KPIs for supplier evaluation

Day 5: Contract Monitoring and Closure

- Monitoring contract execution
- Managing contract modifications and change requests
- Managing contractual risks
- Closing contracts and evaluating final outcomes

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

Training Course code: PU236130 **From:** 27 - 31 October 2025 **Venue:** Rome (Italy) - **Training Course Fees:** 5750 € Euro

Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

Delegate Information

Full Name (Mr / Ms / Dr / Eng):
Position:
Telephone / Mobile:
Personal E-Mail:
Official E-Mail:

Company Information

Company Name:
Address:
City / Country:

Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng):
Position:
Telephone / Mobile:
Personal E-Mail:
Official E-Mail:

Payment Method

- ☐ Please find enclosed a cheque made payable to Global Horizon
- ☐ Please invoice me
- ☐ Please invoice my company

Easy Ways To Register

Telephone:
+201095004484 to
provisionally reserve your
place.

Fax your completed
registration
form to: +20233379764

E-mail to us :
info@gh4t.com
or training@gh4t.com

Complete & return the
booking form with cheque
to: Global Horizon
3 Oudai street, Aldouki,
Giza, Giza Governorate,
Egypt.