



*Training Course:
Strategic Procurement & Contracting MBA*

*25 - 29 January 2027
Trabzon (Turkey)*

Training Course: Strategic Procurement & Contracting MBA

Training Course code: PC4080 From: 25 - 29 January 2027 Venue: Trabzon (Turkey) - Training Course Fees: 5775 € Euro

Introduction

This programme presents advanced project delivery, planning, and monitoring methodologies, negotiation strategies, and the use of innovative technologies for the management of oil and gas projects. It provides practical examples of successful and unsuccessful practices, enabling participants to apply lessons directly in their work.

Programme Objectives

By the end of the programme, participants will be able to:

- Discuss advanced project delivery systems and approaches
- Explain the role of design in oil & gas projects
- Apply advanced techniques to mitigate risks in compressed schedules
- Identify key project success factors and characteristics
- Utilize Lead/Lag scheduling for construction projects
- Update project schedules and monitor cost and cash flow effectively
- Apply negotiation skills to diffuse conflicts and resolve disputes
- Understand warranty and contractual issues
- Integrate modern management methods and technologies in project execution
- Use computer tools to enhance project planning and control

Target Audience

- Project managers and engineers in oil & gas projects
- Procurement and contracts managers
- Construction managers and planners
- Financial and project control personnel involved in large-scale projects

Programme Outline

Day 1 - Project Delivery Systems & Project Finance

- Project Management Terminology
- Pros and Cons of Various Delivery Systems
- Success Factors in Project Delivery
- Build-Operate-Transfer BOT Concepts
- Functional Specifications, Issues, and Concerns

- Economic Evaluation of Projects
- Project Finance Principles

Day 2 - Project Finance, Cash Flow & Advanced Project Estimating

- Project Phases & Key Issues
- Financial Evaluation Methods
- Owner and Contractor Cash Flow Management
- Project Scope Development
- Work Breakdown Structure WBS
- Technologies for Computer-Based Project Estimating

Day 3 - Advanced Scheduling & Estimating of Projects

- Conceptual & Parametric Estimating
- Lead/Lag Scheduling Techniques
- Resource Allocation for Construction Projects
- Time-Cost Tradeoff Analysis
- Linear Scheduling Methods
- Technologies for Computer-Based Project Scheduling

Day 4 - Project Control & Negotiation in Construction Management

- Project Control Systems Overview
- Project Updating Methods
- Earned Value Management EVM
- Team Development & Effective Teamwork
- Negotiation Strategies and Tactics
- Understanding BATNA Best Alternative To a Negotiated Agreement
- Responding to Negotiation Breakdowns

Day 5 - Advanced Issues in Project Management

- Building Information Modeling BIM
- Material Management Strategies
- Lean Project Management Concepts

Registration form on the Training Course: Strategic Procurement & Contracting MBA

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