



*Training Course:  
The Contracts & Project Management MBA*

*17 - 21 May 2027  
Milan (Italy)*

## Training Course: The Contracts & Project Management MBA

Training Course code: PC1916 From: 17 - 21 May 2027 Venue: Milan (Italy) - Training Course Fees: 5775 € Euro

### Introduction:

Organizations that master best practices in project and contract management can reap benefits such as increased productivity and reduced costs. This 5-day training program, designed by Global Horizon Training Center, to provide both practical and strategic insights into project and contract management, covering critical areas such as project planning and administration, contractor selection and negotiation, project and contract risk identification, team selection and performance measurement.

### Objectives:

The training program aims to equip participants with essential skills and knowledge, including how to:

- Define project outcomes and manage uncertainty
- Understand different contract types and transfer risk effectively
- Develop negotiation skills to meet organizational objectives
- Set up and operate disciplines required to monitor and control projects
- Analyze contractor price and cost and select the best team.

### Target Audience

- Senior and mid-level managers responsible for contracts and project execution
- Project directors, program managers, and project leaders
- Contract managers and administrators
- Procurement and sourcing professionals involved in project-based contracts
- Legal advisors supporting contract negotiation and project governance
- Professionals seeking to integrate contract management and project management skills to maximize organizational value

### Outlines:

#### Day 1: Introduction to Project Management

- Benefits of project management

- Why some projects fail
- What makes a "Master" of project management
- Project team and leadership
- Roles in and around projects

#### Day 2: Project Planning and Decision Making

- Importance of knowing project outcomes
- Handling uncertainty
- Decision analysis under risk
- Defining project success criteria
- Elements of a great project plan

#### Day 3: Contractor Selection and Negotiation

- Understanding different contract types and their risks
- Analyzing contractor price and cost
- Developing negotiation skill sets to meet organizational objectives
- Methods of selecting and leading project and contract teams
- Setting and measuring project and contractor performance goals

#### Day 4: Project and Contract Risk Management

- Identifying and analyzing project and contract risk
- Managing project and contract risks
- Methods of keeping the team focused on the delivery goal
- Enhancing personal effectiveness
- Lessons learned and creating a learning culture

#### Day 5: Contract Administration and Close-Out

- Overview and responsibilities of contract administration

- Contract modifications and disputes
- Termination and close-out procedures
- Monitoring and controlling project progress
- Effective delegation and empowerment

## Registration form on the Training Course: The Contracts & Project Management MBA

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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  
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