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The programme provides you with an understanding of the principles of contract and commercial management, including the five stages of the contract lifecycle: Initiate, Bid, Develop, Negotiate, and Manage. You will be guided through: The commercial relationship; The customers' perspective; Managing bids and proposals
~~Contract Management : The Commercial Role~~

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Contract management or contract administration is the management of contracts made with customers, vendors, partners, or employees. Contract management includes negotiating the terms and conditions in contracts and ensuring compliance with the terms and conditions, as well as documenting and agreeing on

any changes or amendments that may arise during its implementation or execution. It can be summarized as the process of systematically and efficiently managing contract creation, execution, and a

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Fundamentals of Contract and Commercial Management IACCM

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IACCM Fundamentals of Contract and Commercial Management

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Contract management encompasses everything from establishing the business case and confirmation of need through to relationship management and reviewing performance. It can be divided into two phases: upstream and downstream of the contract being awarded.

IACCM – The Global Contract Management Association

Contract and Commercial Management – The Operational Guide

Contract management professional standards – GOV.UK

Contract or commercial manager – is there a difference?

Contracts and commercial management Contracts need ongoing commercial management, not only to ensure compliance to contractual commitments and the achievement of expected benefits, but also to identify opportunities for improvement and additional added value.

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CCMAP - Contract and Commercial Management Advanced Practitioner 60-80 hours Works with a high degree of autonomy on a variety of contracts and commercial initiatives and has established advanced operational techniques and often has significant authorization level. • Active IACCM Membership

Beyond this statement is the professional reality that contract or commercial management is often one of the least defined positions in the corporate hierarchy. Consequently, individuals with many different titles perform some or all of the elements of the process we will talk about within this book as the commercial transaction process.

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Organizations that have recognized - and are realizing - the significant value that proactive commercial and contract management brings to the business are preserving and investing in their CM teams - bucking the trend of downsizing seen in other areas.

Contract management - Wikipedia

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