

# **CCMP CONTRACT AND COMMERCIAL MANAGEMENT PRACTITIONER**

**Contract and Commercial Management Introduction**

**Contract Administration**

**Requirements Definition**

**Sourcing Options**

**Undertaking a Terms Audit**

**Cost Identification**

**RFI,RFP,RFQ**

**Bid Process and Rules**

**Evaluation Criteria**

**Stakeholder Management**

**Understanding Markets and Opportunities**

**Develop Contract and relationship types**

**Terms and Conditions Overview**

**Statement of Work/Service Level Agreement Production**

**Negotiate Negotiation Planning, Overview and Objectives**

**Negotiation Techniques**

**Pricing and Financial Considerations**

**Manage Implementation and Communication**

**Monitoring and Performance Management**

**Contract Change Management**

**Dispute Handling and Resolution**

**Contract Close-out**