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PROCUREMENT AND SUPPLY CHAIN MANAGEMENT | PSCM-004

Preparation for CPCM - Certified Professional Contract Manager (CPCM)

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Course content

Why Attend

The Certified Professional Contract Manager (CPCM) certification is one of the most recognized credentials for professionals involved in contract administration, commercial management, and project governance.

This preparation course is designed to equip participants with the knowledge and practical skills required to successfully pass the CPCM exam while strengthening real-world contract management capabilities.

Participants will gain a deep understanding of contract lifecycle management, risk allocation, claims handling, and dispute resolution, enabling them to manage complex contracts with confidence and precision.

Course Methodology

This course combines CPCM exam-oriented learning with practical contract management applications.

Participants will engage in structured lectures aligned with CPCM competency domains, case study analysis, and mock exam practice.

Interactive workshops will simulate real contract scenarios including negotiation, claims evaluation, and dispute resolution. Templates, contract review exercises, and scenario-based learning will be used to strengthen applied understanding and exam readiness.

Course Objectives

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

- Understand CPCM certification structure and exam requirements
- Apply contract lifecycle management principles effectively
- Interpret and manage different types of contracts
- Identify and mitigate contractual risks
- Manage contract formation, execution, and close-out
- Handle variations, claims, and change orders



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Course Objectives

- Apply negotiation and dispute resolution techniques
- Prepare effectively for CPCM certification success

Target Audience

- Contract Managers and Contract Administrators
- Project Managers and Commercial Managers
- Procurement and Supply Chain Professionals
- Quantity Surveyors and Cost Engineers
- Legal and Compliance Professionals
- Consultants and professionals seeking CPCM certification

Target Competencies

- Contract lifecycle management
- Risk identification and contractual control
- Claims and variation management
- Negotiation and dispute resolution
- Contract interpretation and administration
- Commercial and legal awareness
- Certification exam readiness (CPCM)

Course outline

Day 1: Introduction to CPCM and Contract Management Fundamentals

- Overview of CPCM certification and structure



Course content

Course outline

- Role of contract management in project success
- Contract lifecycle stages
- Key contract principles and terminology
- Ethics and governance in contract management

Day 2: Contract Formation and Legal Foundations

- Types of contracts and delivery models
- Offer, acceptance, and consideration principles
- Contract documents and hierarchy
- Legal frameworks in contract management
- Risk allocation in contract structures

Day 3: Contract Administration and Performance Management

- Contract execution and administration processes
- Roles and responsibilities of contract parties
- Monitoring performance and compliance
- Payment mechanisms and certifications
- Documentation and contract controls

Day 4: Variations, Claims, and Dispute Management

- Managing change orders and variations
- Claims identification and evaluation
- Delay and disruption analysis basics
- Dispute avoidance strategies
- Introduction to arbitration and mediation



Course content

Course outline

Day 5: CPCM Exam Preparation and Case Studies

- CPCM exam structure and question practice
- Contract management case study analysis
- Scenario-based contract decision-making
- Common exam pitfalls and strategies
- Final review and certification readiness session



Seminar dates

Available seminar dates

Live dates and pricing for Preparation for CPCM - Certified Professional Contract Manager (CPCM) generated from the course details page.

Date	Location	Format	Fee
16 - 20 November 2026	Amsterdam - Netherlands	Classroom	**€3,600.-**
7 - 11 December 2026	Munich - Germany	Classroom	**€3,360.-**
14 - 18 December 2026	London - U.K	Classroom	**€3,400.-**
21 - 25 December 2026	Istanbul - Turkey	Classroom	**€2,280.-**
18 - 22 January 2027	Amsterdam - Netherlands	Classroom	**€3,400.-**
15 - 19 February 2027	London - U.K	Classroom	**€3,360.-**
15 - 19 March 2027	Barcelona - Spain	Classroom	**€3,080.-**
19 - 23 April 2027	Frankfurt - Germany	Classroom	**€2,600.-**
17 - 21 May 2027	Istanbul - Turkey	Classroom	**€2,280.-**
21 - 25 June 2027	Barcelona - Spain	Classroom	**€3,080.-**
19 - 23 July 2027	Vienna - Austria	Classroom	**€3,400.-**
16 - 20 August 2027	Amsterdam - Netherlands	Classroom	**€3,400.-**
20 - 24 September 2027	Istanbul - Turkey	Classroom	**€2,280.-**
18 - 22 October 2027	Paris - France	Classroom	**€3,600.-**
15 - 19 November 2027	Barcelona - Spain	Classroom	**€3,080.-**
20 - 24 December 2027	Paris - France	Classroom	**€3,600.-**
16 - 20 November 2026	Barcelona - Spain	Classroom	**€3,080.-**



Seminar dates

Available seminar dates

Live dates and pricing for Preparation for CPCM - Certified Professional Contract Manager (CPCM) generated from the course details page.

Date	Location	Format	Fee
21 - 25 December 2026	Dubai - UAE	Classroom	**€3,400.-**
18 - 22 January 2027	Cape Town - South Africa	Classroom	**€3,600.-**
15 - 19 February 2027	Amsterdam - Netherlands	Classroom	**€3,400.-**
15 - 19 March 2027	London - U.K	Classroom	**€3,360.-**
19 - 23 April 2027	Istanbul - Turkey	Classroom	**€2,280.-**
17 - 21 May 2027	Munich - Germany	Classroom	**€3,400.-**
21 - 25 June 2027	Paris - France	Classroom	**€3,600.-**
19 - 23 July 2027	Frankfurt - Germany	Classroom	**€2,600.-**
16 - 20 August 2027	Kuala lumpur - Malaysia	Classroom	**€1,800.-**
20 - 24 September 2027	Rome - Italy	Classroom	**€3,400.-**
18 - 22 October 2027	Vienna - Austria	Classroom	**€3,400.-**
15 - 19 November 2027	Geneva - Switzerland	Classroom	**€4,200.-**
20 - 24 December 2027	Madrid - Spain	Classroom	**€3,400.-**

Live online option	Online delivery is available at €1,850.-.