

Commercial Skills for Project Managers

Project managers need to be commercially aware and astute in order to be successful in the modern business environment. Provek offers a range of tailored courses to organisations on developing the commercial skills of project managers at all levels. Course learning objectives and content are agreed with each client organisation and can be based on our existing proven syllabus or designed especially for an organisation to meet specific needs. Course materials can be tailored to reflect the particular project environment and challenges of the organisation.

Course duration

1 to 2 days according to client needs.

Who should attend?

Tailored to suit participants, but aimed at project managers, work package managers or key project office staff requiring development of their commercial skills within a project environment.

Course content

Tailored to suit the requirements but typically often includes:

- Projects in a commercial context
- Project viability
- Establishing controls
- Business case development and understanding
- Basics of contracts and contract law
- Negotiating and managing project contracts
- Costs and budget management
- Change control and commercial impacts
- Procurement of project services and products including tendering
- Managing the customer / supplier relationship
- Commercial management of risk for a project

Course objectives are tailored and can include:

- Understand project environments and identify commercial aspects throughout a project life cycle
- Understand how projects interact with the company finances
- Prepare a financial business case
- Identify financial milestones for the project
- Monitor, control and report financial details
- Conduct a post project financial appraisal
- Be aware of the concepts and basic principles of contracts and contract law
- Understand and manage commercial risk in a project environment
- Negotiate a project contract with a 3rd party
- Be aware of the concepts and principles of managing the customer / supplier relationship
- Implement and manage project change control

Pre-requisites

A minimum of 6 months experience of working in a project or programme environment is required e.g. as a team member, support function or as project manager. A good understanding of basic project management principles and skills is advantageous.

Course style

This course is highly participative and engaging using exercises, case studies and practical work.

Availability

This course is available as an in-house programme only and can be tailored to match the needs of your organisation. To discuss dates and venues please contact Provek.



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