The Contracts & Project Management MBA: Mastering Success

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Berlin (Germany)



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Why This Course

In today's competitive business environment, organizations rely on strong project execution and sound contract management to achieve strategic objectives. Complex projects involve multiple stakeholders, tight deadlines, financial constraints, and contractual risks that must be managed with precision and leadership.

Professionals who can integrate project management expertise with contract negotiation and risk control capabilities are highly valued across industries. Success requires not only technical knowledge, but also strategic thinking, leadership strength, and disciplined execution.

This intensive 2-week MBA program provides a comprehensive and practical foundation in contracts and project management. Combining advanced methodologies with real-world applications, the program prepares participants to lead complex projects confidently and manage contractual relationships effectively.

What You'll Learn and Practice

By joining this program, you will:

- Apply advanced project management methodologies across the project lifecycle
- Master contract negotiation, administration, and performance management
- Identify and mitigate contractual and project risks proactively
- Strengthen leadership and team management capabilities
- Improve decision-making in high-pressure project environments
- Align project delivery with broader organizational strategy

The Program Flow

Day 1: Fundamentals of Project Management

- Project lifecycle phases and methodologies
- Stakeholder identification and engagement
- Developing project charters and defining scope
- Introduction to structured planning techniques



Day 2: Advanced Project Planning

- Work Breakdown Structures WBS
- Critical Path Method and schedule development
- Resource allocation and leveling
- Budgeting and cost estimation techniques

Day 3: Contract Management Essentials

- Types of contracts and appropriate applications
- Foundations of contract law
- Key contractual terms and conditions
- Contract risk assessment strategies

Day 4: Contract Negotiation and Administration

- Negotiation strategies and practical tactics
- Monitoring contract performance
- Managing variations and change orders
- Dispute resolution approaches

Day 5: Project Risk Management

- Risk identification frameworks
- Qualitative and quantitative risk analysis
- Risk response and mitigation planning
- Contingency and reserve management

Day 6: Project Execution and Control

- Performance measurement and earned value management
- Quality assurance and quality control
- Issue tracking and escalation processes
- Reporting and stakeholder communication

Day 7: Leadership in Project Management

- Leadership styles and situational leadership
- Team development and motivation
- Conflict resolution strategies
- Emotional intelligence in project leadership



Day 8: Procurement and Vendor Management

- Procurement planning and sourcing strategies
- Vendor selection and evaluation processes
- Contract administration best practices
- Building strong supplier relationships

Day 9: Project Closure and Lessons Learned

- Structured project closure processes
- Post-project evaluation methods
- Capturing and institutionalizing lessons learned
- Knowledge management practices

Day 10: Strategic Project Management

- Aligning projects with corporate strategy
- Portfolio and program management principles
- Establishing and managing a PMO
- Emerging trends in project and contract management

Individual Impact

Participants will leave the program with:

- Confidence in leading complex projects from initiation to closure
- Advanced contract negotiation and administration skills
- Stronger risk management and decision-making capabilities
- Enhanced leadership and stakeholder management competence
- A strategic perspective on project alignment and performance

Organizational Impact

Organizations will benefit through:

- Improved project delivery performance and cost control
- Stronger contract governance and reduced disputes
- More effective risk identification and mitigation
- Enhanced team productivity and collaboration
- Better alignment between projects and strategic goals



Training Methodology

This program emphasizes applied learning through:

- Real-world project and contract case studies
- Negotiation simulations and role-playing exercises
- Risk assessment workshops
- Group strategy development sessions
- Practical tools and templates for immediate workplace application

Beyond the Course

Upon completion, participants will be prepared to:

- Lead and manage large-scale, complex projects
- Negotiate and administer contracts confidently
- Implement structured risk management systems
- Contribute to strategic planning and portfolio decisions
- Drive sustainable project and contract excellence within their organizations

This MBA program delivers a powerful blend of project management expertise and contractual mastery—equipping professionals to lead with confidence, manage risk effectively, and deliver measurable organizational value.

