



Consulting and Training | Reach New Heights

Course Name

Agile Contracting and Vendor Management

Sector Name

Project & Contract Management

Document Type

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Agile Contracting and Vendor Management

Course Introduction

In today's fast-paced business environment, traditional contracting and vendor management approaches often struggle to keep up with changing requirements. Agile contracting provides a flexible framework that fosters collaboration, responsiveness, and value-driven partnerships. This course will equip participants with the knowledge and tools to implement Agile principles in contracting and vendor management, ensuring efficiency, adaptability, and strategic alignment with business goals.

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Agile Contracting and Vendor Management

Target Audience

- ✓ Vendor Managers
- ✓ Contract Managers
- ✓ Procurement Managers
- ✓ IT Service Managers
- ✓ Agile Coaches
- ✓ Project Managers
- ✓ Program Managers
- ✓ Supply Chain Managers
- ✓ Legal Managers
- ✓ Sourcing Managers

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Learning Objectives

- ✓ Understand the fundamentals of Agile contracting and how it differs from traditional approaches.
- ✓ Apply Agile principles to vendor selection, negotiation, and contract management.
- ✓ Foster collaboration and continuous improvement in vendor relationships.
- ✓ Implement performance-driven contract structures that support business agility.
- ✓ Manage risks and compliance in Agile contracts.

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Agile Contracting and Vendor Management

Course Outline

✓ Day 01

Introduction to Agile Contracting & Vendor Management

- ✓ What is Agile Contracting?
- ✓ Differences between traditional and Agile contracting approaches
- ✓ Key principles of Agile procurement
- ✓ The role of vendor management in Agile environments

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Agile Contracting and Vendor Management

Course Outline

✓ Day 02

Structuring Agile Contracts

- ✓ Characteristics of Agile contracts (flexibility, collaboration, outcome-based)
- ✓ Types of Agile contracts (Time & Materials, Fixed-Price with Scope Flexibility, Incremental Deliverables)
- ✓ Negotiating Agile contracts with vendors
- ✓ Legal and compliance considerations in Agile contracting

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Agile Contracting and Vendor Management

Course Outline

✓ Day 03

Agile Vendor Selection & Collaboration

- ✓ Agile vendor selection process (evaluating responsiveness, adaptability, and capability)
- ✓ Creating a vendor evaluation framework
- ✓ Managing vendor expectations in Agile projects
- ✓ Building trust and fostering collaboration with vendors

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Course Outline

✓ Day 04

Performance Management & Risk Mitigation

- ✓ Setting Key Performance Indicators (KPIs) for Agile vendors
- ✓ Continuous monitoring and feedback loops
- ✓ Managing risks and uncertainties in Agile contracts
- ✓ Handling contract modifications and scope changes

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Course Outline

✓ Day 05

Case Studies, Best Practices & Practical Application

- ✓ Real-world examples of Agile contracting success stories
- ✓ Common challenges and how to overcome them
- ✓ Hands-on workshop: Creating an Agile contract framework
- ✓ Final discussion and Q&A

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
May 24, 2027	May 28, 2027	5 days	4250.00 \$	UAE , Dubai
April 4, 2027	April 8, 2027	5 days	4250.00 \$	KSA , Dammam
Sept. 21, 2026	Sept. 25, 2026	5 days	4250.00 \$	UAE , Abu Dhabi
Nov. 9, 2026	Nov. 13, 2026	5 days	5950.00 \$	USA , Los Angeles

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