



The Global Standard for Procurement and Supply

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Leading global excellence in procurement and supply

Segment 5.7 Leading Improvements in Contracting Practice

Level: Advanced Professional

Theme: Contracting

Knowledge: Will know and understand	Capabilities: Will be able to
The impact of undertaking major programmes and projects on supply chain relationships	Engage in forums, seminars and other events that promote best practice in programme and project management across supply chains
The use of project partnering and strategic partnering relationships in projects and programme management	Encourage and lead the appropriate use of project partnering and strategic partnering
The development and use of model form contracts in the contracting environment	Participate in consultation activities and other events to improve model form contracts and industry practice
Benchmarking of programmes and projects	Liaise with organisations that have led innovative programmes and projects and share best practice with the organisation's stakeholders
The risk appetite of the organisation, risk analysis and impact of risks on the reputation and performance of organisations	Encourage the adoption and use of standards that identify, manage and mitigate risks in the supply chain

Knowledge: Will know and understand

Capabilities: Will be able to

The use of financial levers such as payment scheduling, gain share/risk and reward contracting

Make effective use of payment and risk / reward sharing contracting approaches to minimise risk, motivate performance, drive innovation and maximise cash flow

Regulations that impact on sectors and organisations

Provide advice to colleagues and stakeholders about relevant regulations and compliance issues that affect contracts within the supply chain

The principles, tools, processes and best practices in management of contracts and supplier performance

Make effective use of robust contract management disciplines, key performance indicators and service level agreements to mitigate risk and ensure high quality contract outcomes

The forms of dispute resolution such as litigation, arbitration, alternative dispute resolution including adjudication, mediation, conciliation and expert determination and negotiation

Lead dispute resolution, transition arrangements and exit strategies with appointed contractors and suppliers

The use of contract registers and the evaluation of the associated data and information

Promote the understanding of existing contracts and the relevance of key information contained within them to internal stakeholders

Related CIPS Knowledge Links

[Benchmarking - http://www.cips.org/Knowledge/Procurement-topics-and-skills/Continuous-Improvement/Benchmarking1/](http://www.cips.org/Knowledge/Procurement-topics-and-skills/Continuous-Improvement/Benchmarking1/)

[Contract Management - http://www.cips.org/Knowledge/Procurement-topics-and-skills/Developing-and-managing-contracts/Contract-Management1/](http://www.cips.org/Knowledge/Procurement-topics-and-skills/Developing-and-managing-contracts/Contract-Management1/)

[Influencing Skills - http://www.cips.org/Knowledge/Procurement-topics-and-skills/Influencing-Skills/](http://www.cips.org/Knowledge/Procurement-topics-and-skills/Influencing-Skills/)

[skills/People-and-skills/Influencing-Skills/](#)

[Leadership and Promotion of Procurement and Supply Management -
http://www.cips.org/Knowledge/Procurement-topics-and-skills/People-and-
skills/Leadership-and-Promotion-of-Procurement-and-Supply-Management1/](#)

[Performance Analysis and Management - http://www.cips.org/Knowledge/Procurement-
topics-and-skills/Developing-and-managing-contracts/Performance-Analysis-and-
Management1/](#)

[Project/Programme Management - http://www.cips.org/Knowledge/Procurement-topics-
and-skills/People-and-skills/Project--Programme-Management/](#)

[Risk Analysis and Management - http://www.cips.org/Knowledge/Procurement-topics-
and-skills/Risk-mitigation/Risk-Analysis-and-Management1/](#)

[Setting KPIs - http://www.cips.org/Knowledge/Procurement-topics-and-skills/Strategy-
policy/Setting-KPIs/](#)

[Supplier Relationship Management \(SRM\) -
https://www.cips.org/knowledge/procurement-topics-and-skills/supplier-relationship-
management/](#)

[Terms and Conditions and the Developing of Contracts -
http://www.cips.org/Knowledge/Procurement-topics-and-skills/Developing-and-
managing-contracts/Terms-and-Conditions-and-the-Developing-of-Contracts/](#)