



PROJACS ACADEMY  
by @egis

# Advanced Project Controls & Contracting (MCPM Workshop 3) – Certified Program

ورشة عمل متقدمة في التحكم وإدارة المشاريع والأدوات  
التعاقدية الناجحة – معتمد عالمياً

21 – 25 August 2023

Istanbul / Turkey

## Introduction

This five-day program covers a variety of advanced topics that will help you improve your ability to satisfy your stakeholders' success criteria. You will learn how to evaluate your own performance as a project manager, how to identify organizational weaknesses that interfere with benefits realization, and how to recognize and compensate for weaknesses in Critical Path analysis.

In addition, you will learn a structured approach to identifying, selecting, and managing contracts; how to use project dynamics to address intractable problems; and how to analyze and understand cultural differences that so often cause problems in multinational projects.

Approximately 50% of class time is devoted to casework and experiential learning. During hands-on exercises, you will work as part of a team to solve a technically challenging project, and to apply the techniques of win-win negotiating to a challenging case study.

## Objectives

**Upon completion, you will be able to:**

- Evaluate your own performance as a Project Manager against objective criteria
- Appraise your organization's overall project management competence
- Explain why critical path analysis almost always underestimates the project duration
- Identify the basic elements of a contract
- List the eight factors that cause most contract disputes
- Differentiate common contract types
- Assess corrective action using systems thinking concepts
- Address cultural differences within your project team

## Who Should Attend?

These programs are designed for individuals who have or expect to have responsibility for leading or managing a project, subproject, or project phase. Newcomers will learn new skills. More experienced managers will enhance their ability to apply what they already know.

## Course Outline

### Day One

#### Introduction

- Project management professionalism around the world
- Types of assessments and credentials
- Basics of performance-based competence assessment

#### Assessing the Performance of Individual Project Managers

- What are the right things to do?
- How do you know if you are doing them right?
- Planning for self-improvement

#### Assessing Organizational Support for Project Management

- The elements of organizational competence
- Assessing your organization
- Planning for improvements

### Day Two

#### Advanced Scheduling Topics

- Review of key concepts and definitions
- The Scheduling Wheel: scheduling as an iterative process

#### Sequencing

- Activities, dependencies, and milestones
- Four types of dependencies (and one to avoid)
- Dealing with repetitive work

#### Schedule Development

- Critical Path analysis
- Understanding critical path calculations
- Probabilistic analysis (Monte Carlo) to deal with uncertainty
- Resource leveling and resource smoothing
- Project and personal calendars

#### Managing the Schedule

- A scheduling checklist
- Managing float
- Optimization techniques: crashing and fast-tracking
- Status reviews and schedule metrics

## **Day Three**

### **Contracting Fundamentals**

- Projects, procurement, and contracts
- Understanding the buyer-seller relationship
- The four required elements for a valid contract

### **Procurement Planning**

- Statement of Work: required and optional elements
- Procurement management plan
- Types of procurement documents
- Preparing the procurement documents: what to include, what to omit

### **Selection**

- Should you go sole source?
- Different approaches to bidding
- Four techniques for evaluating the responses

### **Contract Management**

- High priority contracting risks
- Improving communication between buyer and seller
- Alternative dispute resolution
- Contract closeout

## **Day Four**

### **Contractual Issues: Conduct of the work**

- The importance of clear specifications
- Is the price reasonable?
- Advantages and disadvantages of three different contract types

### **Contractual Issues: Assurances for both parties**

- Product performance guarantees
- Financial guarantees: payment and performance bonds
- Warranties: coverage, responsibilities, damages
- Limitation of liability

## **Day Five**

### **Project Dynamics: the Law of Unintended Consequences**

- The project as a system: flows and feedback
- Basics of Casual Loop Diagrams

### **Increasing Your “Cultural IQ”**

- Understanding ethics: choosing when there are no good options
  - Managing across cultural divides

## Training Method

- Pre-assessment
- Live group instruction
- Use of real-world examples, case studies and exercises
- Interactive participation and discussion
- Power point presentation, LCD and flip chart
- Group activities and tests
- Each participant receives a 7” Tablet containing a copy of the presentation, slides and handouts
- Post-assessment

## Program Support

This program is supported by interactive discussions, role-play, case studies and highlight the techniques available to the participants.

## Schedule

**The course agenda will be as follows:**

- |                     |                  |
|---------------------|------------------|
| • Technical Session | 08.30-10.00 am   |
| • Coffee Break      | 10.00-10.15 am   |
| • Technical Session | 10.15-12.15 noon |
| • Coffee Break      | 12.15-12.45 pm   |
| • Technical Session | 12.45-02.30 pm   |
| • Course Ends       | 02.30 pm         |

## Course Fees\*

- **3,200 USD**  
*\*VAT is Excluded If Applicable*

## المقدمة

يغطي الأسبوع الثالث من هذا البرنامج مجموعة متنوعة من الموضوعات المتقدمة التي ستساعدك على تحسين قدرتك على تلبية معايير نجاح أصحاب المصلحة. سوف تتعلم كيفية تقييم أدائك الخاص كمدير مشروع، وكيفية تحديد نقاط الضعف التنظيمية التي تتداخل مع تحقيق الفوائد، وكيفية التعرف على نقاط الضعف في تحليل المسار الحرج والتعويض عنها.

بالإضافة إلى ذلك، سوف تتعلم منهجاً منظماً لتحديد العقود واختيارها وإدارتها، كيفية استخدام ديناميكيات المشروع لمعالجة المشكلات المستعصية؛ وكيفية تحليل وفهم الاختلافات الثقافية التي تسبب في كثير من الأحيان مشاكل في المشاريع متعددة الجنسيات.

ما يقرب من ٥٠٪ من وقت الفصل الدراسي مخصص لأعمال القضايا والتعلم التجريبي. أثناء التدريب العملي، ستعمل كجزء من فريق لتطوير حالة عمل، وهيكل تفصيل للعمل، وتقديرات النطاق، ومخطط منطقي للشبكة، وخطة الاستجابة للمخاطر.

## الاهداف

عند الانتهاء من هذه البرامج، سوف تكون أكثر قدرة على:

- تقييم الأداء الخاص بك كمدير مشروع ضد معايير موضوعية
- تقييم الكفاءة الشاملة لإدارة المشاريع الخاصة بالمؤسسة
- شرح لماذا يقوم تحليل المسار الحرج دائماً بتقليل مدة المشروع
- تحديد العناصر الأساسية للعقد
- قائمة العوامل الثمانية التي تسبب معظم النزاعات العقد
- التفريق بين أنواع العقود الشائعة
- تقييم الإجراءات التصحيحية باستخدام مفاهيم التفكير في الأنظمة
- معالجة الاختلافات الثقافية داخل فريق المشروع الخاص بك

## الحضور

تم تصميم هذه البرامج للأفراد الذين يتوقعون أو يتوقع منهم تحمل مسؤولية قيادية أو إدارة مشروع أو مشروع فرعي أو مرحلة المشروع. سوف يتعلم القادمون الجدد مهارات جديدة. سوف يعزز المدراء الأكثر خبرة من قدرتهم على تطبيق ما يعرفونه بالفعل.