



CICCM

CERTIFIED INTERNATIONAL COMMERCIAL CONTRACTS MANAGER



 **TASK** 

TASK for Training and Consultancy

ADDRESS:

VILLA 113, 2ND DISTRICT, 5TH
REGION, 5TH SETTLEMENT, NEW
CAIRO, CAIRO, EGYPT

MOBILE:

+20 121 144 4452

PHONE:

+202 22619313

FAX:

+20222618546

WEB:

WWW.TASK-TC.NET

E-MAIL:

INFO@TASK-TC.COM

CICCM

It is the most powerful commercial contracts certification that you can have on your resume. CICCM course let's you quickly build your commercial contracts management experience - which saves you time & money. CICCM is a famous commercial contracts certification course that will open new opportunities for you in a professional career.

ADDRESS: VILLA 113, 2ND DISTRICT, 5TH REGION, 5TH SETTLEMENT,
NEW CAIRO, CAIRO, EGYPT

MOBILE: +20 121 144 4452

PHONE: +202 22619313

FAX: +20222618546

WEB: WWW.TASK-TC.NET

E-MAIL: INFO@TASK-TC.COM



Course Outlines

PRE-CONTRACT AWARD

- Market economies and commercial relationships
- Business requirements definition
- Effective Tendering approaches and procedures.
- Developing winning Sales proposal.
- Evaluation methods and criteria
- Delivery and payment methods in international trade
- Commercial negotiation

CONTRACT AWARD

- The influence of laws on the international contracting process
- Elements of legally binding contract and types of contracts
- Undertaking a Terms Audit
- Contract Drafting guidelines
- Contract terms and conditions overview

POST-CONTRACT AWARD

- Contract administration overview
- Contract Transition
- Contract risk management
- Performance monitoring and control
- Contract pricing administration
- Change control and management
- Dispute handling and resolution
- Contract close-out

A grayscale photograph of a person's hands and arms in a business meeting, gesturing over a table with documents.

CICCM Accredited By

IPSCMI

USA

IPSCMI, THE INTERNATIONAL PROCUREMENT AND SUPPLY CHAIN MANAGEMENT INSTITUTE, IS A PRESTIGIOUS PROFESSIONAL INSTITUTE OFFERING PURCHASING AND SUPPLY CHAIN MANAGEMENT CERTIFICATIONS THROUGHOUT THE WORLD IN ALL MODES OF INSTRUCTION, INCLUDING CONVENTIONAL PUBLIC SEMINARS, ONLINE COURSES, IN-HOUSE SEMINARS AND OTHER DISTANCE LEARNING MODES.



IPSCMI

CICCM EXAM

ONLINE EXAM

80 MCQ

2 HOURS

ONLINE COURSE DURATION

30 Hours delivered in 10 sessions



Fees

Including

EXAM

and

MATERIAL

CERTIFIED INTERNATIONAL
COMMERCIAL CONTRACTS
MANAGER



WWW.TASK-TC.NET

WHAT YOU'LL BE GOING TO LEARN IN CICCM?

Phase 1: Initiate

- What is meant by Supply Chain Management
- Understanding markets and Industry
- What are the specifications and how it affect the whole procurement and contract cycle
- What is Cost and what are its different classification
- How Suppliers price their products/services
- The common contractual partnering
- Request for Information (RFI)

Phase 2: Bid

- Bid process and rules
- RFP(Q) preparation and content
- RFP(Q) management and evaluation
- Responding to RFI or RFP(Q)
- The influence of Laws on the Bid Process
 - Basis of Legal Systems
 - Convention on Contracts for the International Sales of Goods
 - Uniform Commercial Code
- How to evaluate a business opportunity (received bid)
- Proposal Preparation (from the bidder side)
- Evaluating the Proposals

WHAT YOU'LL BE GOING TO LEARN IN CICCM?

Phase 3: Develop

- Contract terms and conditions overview
- Contract and relationship types
- Statement of Work and Service Level Agreement production
- Technology contract terms and conditions
- Term linkages, managing cost and risk
- Drafting guidelines

Phase 4: Negotiate

- Approaches to negotiations - framing, strategy and goals
- Negotiation styles - positional versus principled negotiations
- Negotiating techniques
- Tactics, tricks and lessons learned

Phase 5: Manage

- Contract Management (post-award) phase overview
- Transition
- Risk and opportunity
- Monitoring performance, tools and techniques
- Change control and management
- Dispute handling and resolution
- Contract close-out and lessons learned



Samer El Gendy

Supply Chain Manager - GLENMARK

"I would recommend this class to everyone interested in Supply Chain."



Yehia Galal

Inventory Manager - JUHAYNA

"Training at TASK is highly organized, team provides a great quality of training"



Azza Omar Ahmed

Contract Execution Management - ERICSSON

"Supply Chain program was really informative and applicable to daily work. Made me think critically about things. Instructor extremely bright, well-informed - great presenter. Thank you very much - terrific work. I'm very happy to have been a part of it and have learned a lot this week. Please do keep in touch!"

Mohamed Abdelkhalek

Supply Chain Senior - PETROMIN

"Very well organized and implemented program.
A lot of lessons learned for me, that I will definitely share with colleagues"

Mayada Medhat

Senior Costing Engineer - LEONI

"Good time, TASK changed my work life. Now, I can trust myself because I gained more experience in this Supply Chain training."



Ashraf Abdelfattah

Purchasing Manager - NOVATIRS

It was an amazing experience

"Awesome experience! Loved every minute, great staff, Great trainer, and great company."

Osama El-Daly

Project Procurement Manager - Enppi

Ahmed Adel

Senior Procurement Specialist - ETISALAT

The Crash Diploma was very useful!

"This Crash Course was very useful and I will use what I learnt in my career. Also, I made many researches before joining this course about TASK & I got a very positive feedback from the market."

"I admire the trainer, management, and all staff. Thanks for a wonderful, fun learning experience."

Mona Anter

Purchasing Supervisor - ELECTROMETER EL SEWEDY

"Having attended the CIPM course I was very happy with the format and the in-depth and up to date information presented. To date I have not found a course that will give such knowledge. Well recommended"



CUSTOMER'S VOICE



"CICCM"

CICCM commercial contracts course key benefits...

▶ Learn & Practice

First of all, during CICCM course you will learn and practice what you are being taught through different case-studies

▶ Exam Preparation

One of our most strength points is to prepare you to pass the international exam from the first attempt

▶ Hands-on Project

Finishing an entire project covering the whole course can be a real challenge but the instructor will make it easy through a logical steps "This is our game"

▶ Getting Certified

Most importantly, becoming CICCM Certified demonstrates to employers that you have the most relevant competencies and skills needed for the position

Contact



+20 121 144 4452



www.task-tc.net

Open

10 AM - 6 PM