



Successful Contract Management

How better contracts will benefit your company



About the instructor:

Alisha Coury, is a supply chain professional with over 15 years of supply chain leadership experience, focused within manufacturing.

Alisha is one of the best instructors I have ever had at a Workshop. The material is interesting and team exercises are informative and fun. I learned about negotiating items other than price.

*Barb Nelson, CPIM,
Sr. Buyer, Minco Products*

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Companies are dependent on supply chain partners for successful operation. Once you agree on delivery of the right product or service at the right price at the right time, how do you ensure the supplier will meet the results you need? When is a formal contract warranted to document your negotiation? What recourse do you have if your supply chain partner does not fulfill their end of the agreement? Protect your company and the supplier partnership, limit liability, and document critical terms.

Course Objectives:

Develop a strategy for what goes in a contract after you have successfully negotiated with your supply chain partners. Learn key contract, the difference between different types of contracts, and gain a better understanding of what a well-written contract looks like. This class will break down legal terms into meaningful business objectives; this class should not be considered legal advice.

- Key Contract Terms- what they mean and what they do
- When to use each type of Contract (Master, Amendment, etc.)
- How to write meaningful Service Level Agreements
- Practice writing and negotiating contract terms
- How to pre-contract Dispute Resolution

Who Should Attend: Supply Chain Managers, Purchasing Agents and Buyers, Contract Managers, Program Managers, and anyone who interacts with Suppliers.

Thursday, February 7, 2019 8:00 a.m. - 4:00 p.m.

Fee: **MA members** \$329 per person **Non-MA members** \$449 per person
Receive a 10% discount if you register 14 days prior to the event

Location: **Manufacturers Alliance Training Center**
8421 Wayzata Blvd, Suite 190
Golden Valley, MN 55426
(For directions and map go to www.mfrall.com)

Reservations: For instant confirmation, reserve on-line at www.mfrall.com, by 3:00 pm on by February 5, 2019. *Your satisfaction is guaranteed.*

Cancellation Policy: **No refunds** for cancellations after 3:00 p.m. February 5, 2019, or for no-shows at workshop. *(Substitutions accepted)*

Pre-registration required!