MERCURY

# Developing Contracts and Acquisition Strategies

12 – 16 September 2027
Kuala Lumpur (Malaysia)



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## Introduction

The Developing Contracts and Acquisition Strategies course builds an understanding of how organizations plan, structure, negotiate, and manage purchasing decisions and supplier agreements. It explains how contract design supports value, control, accountability, and continuity in business operations. It shows how acquisition planning connects business needs to sourcing decisions, supplier selection, and risk management. Participants study how contract terms influence delivery, quality, cost, and compliance across the full procurement cycle. The program strengthens professional judgment by linking strategy with practical contract thinking. It helps learners move from simple buying decisions to disciplined, long-term acquisition planning. The content reflects the close connection between procurement strategy, strategic sourcing, contract management, and the wider source-to-contract flow.

## Targeted Groups

The Developing Contracts and Acquisition Strategies training targets professionals seeking knowledge and skills:

- Procurement officers.
- Contract managers.
- Sourcing specialists.
- Supply chain staff.
- Project coordinators.
- Purchasing supervisors.
- Compliance officers.
- Public sector buyers.

## Course Objectives

Participants will achieve the following objectives by completing the Developing Contracts and Acquisition Strategies course:

- Understand contract planning and acquisition logic.
- Distinguish between strategic sourcing and transactional buying.
- Identify contract types and suitable use cases.
- Analyze supplier needs and procurement priorities.
- Draft clear contract structures and terms.
- Align acquisition plans with organizational goals.
- Improve risk control, compliance, and value creation.
- Strengthen decision-making in supplier selection and contract setup.

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## Targeted Competencies

Participants will gain the following competencies during the Developing Contracts and Acquisition Strategies program:

- Contract analysis.
- Acquisition planning.
- Supplier evaluation.
- Sourcing alignment.
- Risk identification.
- Terms review.
- Negotiation readiness.
- Compliance awareness.

## Studying Scenarios

In this Developing Contracts and Acquisition Strategies training, participants develop skills through the following scenarios:

- Choosing the right contract type.
- Reviewing supplier proposals.
- Comparing acquisition options.
- Handling scope changes.
- Managing contract risk.
- Evaluating delivery obligations.

## Course Content

### Unit 1: Foundations of Contracts and Acquisition Strategy

- Define the role of contracts in organized acquisition planning.
- Explain how the acquisition strategy supports business continuity and control.
- Identify the link between need definition, sourcing, and contract design.
- Recognize the difference between strategic acquisition and routine purchasing.
- Examine how contract terms shape responsibility, timing, and performance.
- Build a clear view of the full procurement decision pathway.
- Connect business objectives with supplier and contract choices.
- Understand how poor planning creates ambiguity and avoidable costs.

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## Unit 2: Contract Structure, Scope, and Core Terms

- Break down contract components into practical and legal sections.
- Write clear scope statements that reduce misunderstanding.
- Distinguish obligations, deliverables, exclusions, and milestones.
- Use service levels to define expected performance.
- Structure payment clauses to support control and transparency.
- Set timelines that match project needs and delivery capacity.
- Identify clauses that improve stability and clarity, and that are enforceable.
- Review how vague wording increases conflict and operational delay.

## Unit 3: Strategic Sourcing and Supplier Selection

- Map sourcing needs to be a strategic priority and internal demand.
- Assess supplier capability against technical and commercial criteria.
- Compare direct sourcing, competitive sourcing, and framework approaches.
- Evaluate how supplier fit affects cost, quality, and resilience.
- Prepare acquisition decisions using market understanding and internal data.
- Link the sourcing method to contract type and delivery complexity.
- Examine the role of supplier relationships in long-term value.
- Identify selection risks before finalizing the acquisition route.

## Unit 4: Risk, Compliance, and Contract Control

- Identify operational, financial, and legal risks in acquisition plans.
- Review contract clauses that reduce exposure and strengthen control.
- Understand how compliance requirements shape procurement behavior.
- Monitor obligations through structured follow-up and reporting.
- Recognize warning signs in supplier performance and contract drift.
- Apply review points to keep commitments accurate and up to date.
- Connect documentation discipline with audit readiness and accountability.
- Understand how risk management supports reliable contract execution.

## Unit 5: Negotiation, Performance, and Renewal Planning

- Prepare for negotiation with a clear view of objectives and limits.
- Balance supplier interests with organizational value and policy.
- Use facts, priorities, and alternatives to support better outcomes.
- Track performance against agreed terms, timelines, and measures.
- Evaluate whether the contract continues to meet business needs.
- Plan renewal, extension, or exit using performance evidence.
- Learn how monitoring supports continuous improvement in acquisition.
- Close the loop between contract results and future strategy.

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## Final Insights & Key Takeaways

Strong contracting depends on clear strategy, precise terms, and disciplined supplier control. When acquisition planning, sourcing, and contract management work together, organizations improve value, reduce risk, and strengthen performance.