
Contract management is a critical tool used by companies to get the most out of agreement terms that take so much effort to negotiate. From procurement to proper management, SDSU’s Professional Certificate in Contract Management focuses on core competencies recognized by the National Contract Management Association.

Our instructors are experienced contract professionals. Coursework addresses the most current information in the procurement and contracting fields — whether commercial, government, or international. Case studies and hands-on exercises ensure you’ll leave each class with contract management skills you can apply immediately.

What Is Effective Contract Management?

- Ensures that commitments and obligations are visible, relevant, and executed upon
- Creates a better supplier and vendor relationship
- Maximizes financial and operational performance while mitigating risk
- Benefits business strategies and procedures
- Vastly improves forecasting, with better data and analytics
- Boosts the bottom line, preventing lost revenue
- Provides a well-documented audit trail

Learn Key Contract Management Skills:

- Contract types, contracting methodologies, and contract law
- Ethical and regulatory aspects of contracting, intellectual property, teaming, partnering, and subcontracting
- Developing proposals that are responsive to customers’ requirements
- Negotiating contracts that contribute to the company’s success
- Effectively managing contracts through completion
- Acquisition planning, solicitation development, sourcing, cost/price analysis, and other subcontracting issues

Certificate Requirements

Successfully complete six core courses and four electives to earn the Professional Certificate. The Advanced Certificate requires four additional electives.

Who Should Attend

- Contract administrators, subcontractors, procurement managers, project managers, quality assurance personnel, and others looking to advance their career.
- Engineering, law, business, and paralegal professionals; entrepreneurs and others wishing to enter this field.

Program Overview

- Estimated cost: $4,490 | Advanced: $6,286
- Minimum completion time: 7 Months
  Advanced – 1 Year
- Course format: Online

Visit neverstoplearning.net/contract, email globalcampus@sdsu.edu, or call (619) 594–7700.

See course schedule on reverse.