Executive Mini MBA in Contract and Project Value Management Course

9 – 13 November 2026
Addis Ababa

AGILE LEADERS
Training Center

AGILE LEADERS
Training Center

Executive Mini MBA in Contract and Project Value Management Course

Ref: 642_223860 **Date:** 9 – 13 November 2026 **Location:** Addis Ababa **Fees:** 4500 Euro

Overview

Executive Mini MBA in Contract and Project Value Management Course is a one-week course for contract, project, commercial, procurement, finance, operations, and governance leaders who leave with an Executive Contract and Project Value Portfolio. Participants connect strategic alignment, commercial models, portfolio choices, financial decision briefs, risk appetite, supplier strategy, stakeholder governance, delivery controls, change investment decisions, and executive performance reporting. The course uses cross-sector cases to replace fragmented judgments with traceable value decisions. Agile Leaders Training Center presents contract and project value management as an executive decision discipline.

Who Should Attend

- Contract leadership responsible for commercial outcomes, governance, and intervention decisions
- Project leadership responsible for delivery priorities, value cases, and sponsor reporting
- Procurement leadership responsible for commercial models, sourcing choices, and supplier strategy
- Finance functions responsible for value analysis, investment choices, and performance evidence
- Operations leadership responsible for service outcomes, transitions, and business continuity
- Governance functions responsible for risk appetite, decision rights, and portfolio assurance

The course assumes participants contribute to contract, project, commercial, financial, supplier, or governance decisions and leaves out academic degree study, legal advice, detailed drafting, routine administration, and certification preparation.

Departments and Industries

The course supports departments and industries that govern contract and project value across portfolios.

- Contracts, commercial, procurement, and supplier management
- Projects, programs, portfolios, and transformation offices
- Finance, strategy, governance, risk, and internal assurance
- Construction, engineering, energy, and infrastructure
- Technology, telecommunications, banking, and professional services
- Healthcare, logistics, manufacturing, and public services

Learning Objectives

By the end of this course, participants will be able to:

- Analyze strategic fit, value drivers, and portfolio priorities
- Compare commercial models and risk-allocation choices
- Build financial decision briefs for contract and project options
- Evaluate supplier strategy, delivery controls, and stakeholder governance
- Prioritize change investments through value and risk evidence
- Use executive performance packs to direct intervention decisions

Course Agenda

Day 1: Strategy and Portfolio Value

- Contract and Project Strategic Alignment Map
- Portfolio Value Driver Tree
- Contract and Project Segmentation Matrix
- Executive Risk Appetite Statement
- Portfolio Priority Decision Grid

Day 2: Commercial Models and Financial Choices

- Commercial Model Comparison Canvas
- Risk Allocation Decision Matrix
- Total Value and Cost Driver Model
- Financial Option Appraisal Brief
- Executive Approval Gate Paper

Day 3: Governance and Delivery Performance

- Contract and Project Governance Architecture
- Decision Rights and Escalation Matrix
- Delivery Control and Assurance Map
- Performance Outcome Evidence Catalogue
- Stakeholder Influence and Alignment Plan

Day 4: Suppliers, Change, and Executive Intervention

- Supplier Portfolio Strategy Matrix
- Relationship Value and Dependency Assessment
- Change Investment Decision Scorecard
- Commercial Risk Intervention Trigger Map
- Executive Performance Reporting Pack

Day 5: Executive Value Practice

- Exercise: Diagnose a Portfolio Alignment Gap
- Exercise: Compare Commercial and Risk Options
- Exercise: Evaluate a Supplier Value Case
- Exercise: Decide a Change Investment and Intervention
- Capstone Exercise: Executive Contract and Project Value Portfolio

Practical Exercises

The course uses suggested activities to apply executive contract and project value management in cross-sector settings.

- Suggested activity: segment a mixed portfolio of infrastructure contracts and transformation projects by value, risk, and strategic importance.
- Suggested activity: compare commercial models and financial options for an outsourced technology service.
- Suggested activity: assess supplier dependency, delivery evidence, and intervention choices for a manufacturing expansion.
- Suggested activity: prepare an executive decision pack for a healthcare project change.

FAQs

Who suits contract and project value management training, and what does it assume?

It suits leaders who make or support contract, project, commercial, financial, supplier, or governance decisions and assumes experience interpreting business cases, performance information, and organizational priorities.

How does contract and project value management differ from contract administration training?

Contract and project value management concentrates on portfolio choices, commercial models, financial decisions, risk appetite, governance, and executive intervention, while contract administration training concentrates on daily records, notices, instructions, and transactions.

How is value assessed across contracts and projects?

Value is assessed by linking strategic outcomes, benefits, cost drivers, risk exposure, delivery confidence, supplier dependency, stakeholder effects, and available alternatives to explicit decision criteria.

What belongs in an executive contract and project performance pack?

An executive performance pack contains outcome measures, value trends, risk exposure, supplier performance, delivery confidence, changes, exceptions, decisions required, accountable owners, and intervention deadlines.

How should leaders prioritize contract and project changes?

Leaders should prioritize changes by testing strategic fit, expected value, cost, risk, delivery impact, dependencies, alternatives, funding constraints, stakeholder effects, and the consequence of delay.

Conclusion

Participants leave with an Executive Contract and Project Value Portfolio containing the alignment map, value tree, segmentation matrix, commercial comparison, financial brief, governance architecture, supplier strategy, change scorecard, and performance pack. The portfolio converts disconnected commercial and delivery information into traceable executive choices. It supports value-focused prioritization, governance, intervention, and reporting across contracts and projects.