

# Open Online Course – Contract Management: Build Relationships in Business

The International Association for Contract & Commercial Management will present a free, three-week **online course** offering ideas and insights into the world of business and trading relationships. This course will be a repeat of an April event.

Starting on Nov. 9, “the three week course will help you to better understand what is involved in commercial business relationships, and the process of managing contractual agreements,” IACCM says on its website. “You will learn how a person’s or organization’s objectives – and those of their customers and suppliers – can be achieved in an effective way, without threat or failure.”

Three modules, 5-10 minutes each, are released each week. They are recorded so participants can listen at their convenience.

Topics include:

- Relationship fundamentals; the things that can go right or wrong in commercial relationships
- The rules that govern public and private sector procurement
- The complexities of supply chains and networks that are a feature of many contracts
- How to manage interdependencies and the needs of multiple stakeholders
- Judgment and the data needed to inform it

**Register for the course.**