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FOR IMMEDIATE RELEASE

Commercial Contracting for European Project Managers Launches *Curriculum Focuses on Essential, Non-Legal Aspects of Contracting*

LONDON – 31 Jan. 2011 – Today ESI International announced the launch of a new commercial procurement contract management curriculum designed specifically for project management and other technical business professionals to better manage contracts. The courses focus on providing the skills and knowledge business professionals need to develop, negotiate and manage the non-legal aspects of contracts to reduce risk and improve outcomes for their organisations.

As organisations focus on their core offerings and contract out everything from software development to customer service and water delivery, the demand for strong contracting skills is increasing. A solid legal framework is only one important, but small, aspect of a strong contract. The people charged with forming and managing contracts need a good foundational skill set to realise the full benefits of any contract, while minimising risk.

“Too often contracts are viewed strictly from a legal perspective,” said Alan Garvey, Managing Director, EMEA and APAC, ESI. “This perspective leaves out the vital components of ensuring the requirements are clearly defined, the best deal is negotiated, the contract is well managed and the risks are minimised.”

The new curriculum consists of nine courses. Managing Contracts and Contract Management Applications are required to receive an Associate’s Certificate in Contract Management from ESI and its educational partner, The George Washington University, Washington. Additionally, students must complete at least one of the following additional courses:

- Writing Statements of Work
- Selecting Vendors
- Managing Outsourcing Engagements
- Negotiation Contracts
- Administering Contracts
- Managing Risks in Contracts
- Managing Service Level Agreements (SLAs)

On 28 Feb., ESI will host a webinar on the essentials of contract management for technical professionals. For more information on the webinar or our course offerings visit: www.esi-intl.co.uk/contract_management or contact ESI at enquiries@esi-intl.co.uk or +44 (0)20 7017 7100.

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About ESI International

ESI, a subsidiary of Informa plc (LSE:INF), helps people around the world improve the way they manage projects, contracts, requirements and vendors. In addition to ESI’s more than 100 courses delivered in 22 languages at more than 85 locations worldwide, ESI offers ten certificate programs through our educational partner, The George Washington University in Washington. Founded in 1981, ESI has regional headquarters in London, Singapore and Washington. To date, ESI’s programs have benefited more than one million professionals worldwide. For more information visit www.esi-intl.co.uk.

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