JUPITER PRIME

Consulting • Training • Advisory

جوبيتر برايم للاستشارات والتدريب

COURSE BROCHURE

Mini MBA in Contracts and Project Leadership Training Course

14 – 18 June 2027
Amsterdam

jupiterprime.uk

info@jupiterprime.uk

Registered in the United Kingdom and Saudi Arabia

Mini MBA in Contracts and Project Leadership Training Course

Ref: 650_24210 **Date:** 14 – 18 June 2027 **Location:** Amsterdam **Fees:** 5600 GBP

Mini MBA in Contracts and Project Leadership is a 1-week training course for managers moving into combined contract and project leadership roles, in which each participant builds a project business case and contract strategy for one sample project. Sponsors now judge projects on return, cash and risk as much as on time and scope, so leaders must connect commercial terms to business outcomes. Jupiter Prime Training delivers the Mini MBA in Contracts and Project Leadership.

Why Mini MBA in Contracts and Project Leadership Matters Now

Three pressures shape this role. Boards expect every capital project to show a clear return and funding route before approval. Finance teams watch cash closely, so payment terms, retentions and claims affect liquidity directly. Contractors on thin margins price risk carefully, so procurement route and contract form become strategic choices. Leaders who link strategy, finance and contracting keep value from leaking between the business case and the signed agreement. The course draws on the World Commerce and Contracting WorldCC contract lifecycle and the standard forms of the International Federation of Consulting Engineers FIDIC.

Who Gains Most from Mini MBA in Contracts and Project Leadership

- Managers who own project outcomes and now also sign off commercial terms
- Contract leads who are taking responsibility for delivery budgets and schedules
- Engineering heads who prepare investment cases for new assets and upgrades
- Procurement leads who choose sourcing routes for major projects
- Commercial managers who report project margin and cash position to senior leaders

A capital projects or commercial function gains most when project and contract leads attend together and adopt one shared view of value, cash and risk.

Mini MBA in Contracts and Project Leadership Capabilities

Participants learn to read a project as a sponsor, a finance director and a contract lead would.

- Align project objectives with business strategy and value drivers — sponsors and investment committees
- Calculate net present value, payback and cash flow profiles for project options — finance directors
- Weigh procurement routes and contract forms against risk and control — sourcing boards
- Design stage gates, decision rights and reporting lines for a project — governance boards
- Communicate trade-offs to stakeholders with a clear engagement plan — senior executives and partners

Key Mini MBA in Contracts and Project Leadership Terms

- Business case — the document that justifies a project through its options, costs, benefits and risks.
- Net present value — the value today of future project cash flows after discounting them at a required rate of return.
- Cash flow profile — the timing of money spent and received across a project's life.
- Contract strategy — the planned choice of procurement route, contract form, pricing basis and risk allocation for a project.
- Stage gate — a formal decision point where a project must meet set criteria before receiving approval to continue.
- Stakeholder map — a chart ranking groups affected by a project by influence and interest.

Mini MBA in Contracts and Project Leadership Day by Day

Day 1: Strategy and the Project Portfolio

- Strategy-To-Project Alignment — Linking Investments To Organisational Goals
- Value Driver Trees — Showing How Projects Create Returns
- Portfolio Prioritisation Matrix — Ranking Competing Projects For Funding
- Case Studies From Energy And Healthcare Projects — Lessons From Misaligned Investments
- Sponsor Interview Framework — Capturing Expectations Before Scoping

Day 2: Project Finance and Cash Flow

- Discounted Cash Flow Methods — Comparing Project Options On Value
- Payback And Internal Rate Of Return — Testing Investment Thresholds
- Cash Flow Forecasting — Timing Payments, Retentions And Receipts
- Funding Structures — Choosing Between Balance Sheet And Project Finance
- Sensitivity Analysis — Identifying Variables That Move Returns Most

Day 3: Procurement and Contract Strategy

- Procurement Route Selection — Weighing Traditional, Design-Build And Partnering
- FIDIC Contract Forms — Matching Risk Allocation To Project Type
- Pricing Mechanisms — Choosing Lump Sum, Remeasurement Or Target Cost
- WorldCC Contract Lifecycle — Planning From Initiation To Close-Out
- Payment Terms And Securities — Protecting Cash And Performance

Day 4: Governance and Stakeholder Leadership

- Stage Gate Design — Setting Approval Criteria And Decision Rights
- Project Board Charter — Defining Roles, Escalation And Reporting
- Stakeholder Mapping — Prioritising Influence And Interest Across Parties
- Commercial Dashboards — Reporting Margin, Cash And Contract Risk
- Negotiating With Sponsors And Suppliers — Resolving Competing Demands

Day 5: Practising the Business Case and Contract Strategy

- Option Appraisal Exercise For A Sample Facility Project — Applying Discounted Cash Flow
- Contract Strategy Selection — Applying Route, Form And Pricing Choices
- Governance Scenario — Applying Stage Gates And Board Escalation
- Stakeholder Presentation Rehearsal — Defending Trade-Offs To A Panel
- Project Business Case And Contract Strategy — Completing The Final Submission

Applying Mini MBA in Contracts and Project Leadership After the Course

- Rebuild the cash flow profile of one live project with discounted cash flow and share the sensitivities with finance.
- Review the procurement route and pricing basis of the next project before tender with the project board.

Mini MBA in Contracts and Project Leadership Questions FAQ

What is a Mini MBA in contracts and project leadership, and why does it matter now?

A Mini MBA in contracts and project leadership is a business education in strategy, finance, contracting and governance for project leaders. It matters now because sponsors judge projects on return and cash, and contract terms decide whether that value survives delivery.

Which roles gain most from the Mini MBA in contracts and project leadership?

Managers moving into combined contract and project leadership roles gain most, such as project managers, contract leads and procurement leads.

How does the Mini MBA in contracts and project leadership differ from a project scheduling course?

It works at business level rather than task level. A scheduling course covers activities and progress; this course adds project finance, procurement and contract strategy, governance design and stakeholder leadership for decisions made before and during delivery.

What do you bring back from the Mini MBA in contracts and project leadership?

You bring back a project business case and contract strategy for one sample project, covering option appraisal, cash flow, procurement route and governance.

Mini MBA in Contracts and Project Leadership: The Way Forward

The project business case and contract strategy first informs whether the next project goes forward and which procurement route it uses. Sponsors, project boards and contract leads use it at each stage gate. After its first use, revisit the discount rate and risk allocation assumptions, because actual tender prices and cash flows show where the original case was too optimistic.