This course addresses the key concepts, models and practices of managing stakeholder engagement and resource procurement within projects across a variety of sectors (public sector, private sector, non-profit sector and specialized). The ability to negotiate with and manage key project stakeholders, and procure the necessary resources for a project, is a key competency for managers and professional service providers in all sectors. Students will learn the key components of project stakeholder engagement and the procurement process, including the key steps in negotiating a project contract.

COURSE LEARNING OBJECTIVES

By the end of the course, students will be able to:

1. Describe the key concepts, models and practices related to stakeholder engagement and resource procurement in projects across a variety of sectors (public sector, private sector, non-profit sector and specialized sectors)
2. Explain the historical evolution, contemporary state and importance of stakeholder engagement and resource procurement
3. Identify the key general steps, practices and tools within the stakeholder and resource procurement process
4. Map out the key steps for negotiation a project contract

COURSE EVALUATION

- Quizzes
- Discussion Boards
- Individual Project - Briefing Paper and Presentation
- Application Project – Analyze a comprehensive case

TOPICS

- Definition and importance of stakeholder engagement, contract negotiation and procurement in project management
• History of stakeholder engagement, contract negotiation and procurement

• Key components of the process of:
  o Project stakeholder engagement
  o Contract negotiation (pre, during and post completion)
  o Procurement management

• Key steps in the project contract negotiation process
  o Planning
  o Engagement
  o Closing

• Developing a project contract
• Developing a procurement contract and process
• Review the ethics of project stakeholder engagement and procurement of resources