PCMP 205 Competencies

- Conflict resolution methods
- Understanding the procurement process and solicitation types
- Negotiating contract elements
- Implementing the Vendor Complaint Review Process
- Investigation methods and strategies
- Data collection
- Escalating level of authority
- Documenting the VCRP
- Response methods and writing responses
- Issues management
- Developing effective relationships

PCMP 205 Course Description (1.5 days)

Provides basic negotiation theories and skills, in the context of BC Government procurement and contract management. Various dispute resolution options are explored as well as issues associated with managing poor performance as well as the appropriate steps to contract termination.