



CATS CM[®]
THE CONTRACT MANAGEMENT METHODOLOGY

CATS CM[®] Core E-Learning

*An online introduction to the premier
methodology in contract management*



www.catscmcore.com

The CATS CM® Mission Statement

“We facilitate optimal collaboration and working in a dynamic and rapidly changing business ecosystem by creating excellent best practices for contract, commercial, supplier, and account management and sharing them through training, certifications and knowledge sharing.”

CATS CM® Core E-Learning

Greetings and a warm welcome to the CATS CM® Core E-Learning program. In the evolving landscape of public and private business, where contracts form the backbone of partnerships and collaborations, excellence in contract management is not just an asset—it is a necessity. Whether you are new to contract management or seeking to increase your expertise, our comprehensive E-Learning is designed to introduce you to the complexities and nuances of contract management and the benefits of a best practice in this domain. Prepare to start a transformative journey. With this E-Learning you will take the first steps on a learning journey that will empower you to achieve excellence and unlock your full potential, guided by the acclaimed CATS CM® methodology.

About CATS CM®

Since its inception in 2005 in the Netherlands, CATS CM® has emerged as the standard in contract management best practices. Conceived to address the dynamic needs of modern businesses, CATS CM® has continuously evolved, offering a structured and proactive approach to managing contracts. This methodology is acknowledged in both the public and private sector, by both clients and suppliers, for its effectiveness in ensuring the optimal realization of contract objectives. Thereby aligning with an organization’s mission, vision, and compliance requirements. Thousands of professionals and organizations rely on it as their go-to best practice. CATS stands for Contract Administration and Tracking Scenarios.

Embrace the CATS CM® Core E-Learning Experience

Our Core E-Learning course represents an introduction into the heart of contract management, underscored by the acclaimed CATS CM® methodology. This E-Learning is an exploration of the fundamental principles of contract management, effective strategies and best practices that equip you to master contracts and navigate risks. Through a combination of theoretical insights and practical tools, this program is crafted to provide you with a robust base in contract management, enriching your professional capabilities and offering immediate and long-term benefits to your organization.

The Benefits of a Best Practice

Adopting best practices is about leveraging collective knowledge and experience to achieve superior results. While the specific benefits can vary depending on the field or industry, the overarching goal is to work smarter, not harder, to achieve success.

Why Choose Our E-Learning Course?

- **Master the CATS CM® Methodology:** Introduction to the CATS CM® contract management methodology, a proven framework that enhances your proficiency in managing contracts effectively.
- **Unlock the Secrets of Success:** Learn the critical factors that drive successful contract management.
- **Step into the Role of a Contract Manager:** Gain a comprehensive understanding of the contract manager's responsibilities, equipping you with the knowledge to excel in this pivotal position.
- **Bridge Roles Across Functions:** Explore the interconnectedness of the contract manager's role with key organizational functions such as sales, account management, supplier management, procurement, project management, and service management, fostering a holistic understanding of your role within a broader context.
- **Drive Organizational Value:** Apply your newly acquired skills and insights directly to your work, contributing significantly to your personal success and the success and value of your department and organization as a whole.

Our course is tailored to empower you with the knowledge and insights necessary to excel in contract management and make a tangible impact.

Who Will Benefit from This E-Learning?

This E-Learning is designed for a wide audience, from current and aspiring contract managers to department managers and process owners. Anyone involved in or interested in the field of contract management will find the CATS CM® Core E-Learning to be an invaluable resource for enhancing their knowledge and skills.

Whether you are looking to refine your expertise, pivot to a new professional domain, or enhance your organization's contract management processes, our training is designed to equip you with the knowledge, strategies, and tools necessary to start the road to success.

E-Learning Highlights

The E-Learning is carefully structured to guide you through the essentials of the CATS CM® methodology, the roles and responsibilities in contract management, the process of managing contracts from initiation to completion, and much more. With a focus on practical application, the program includes:

- Detailed introductions to the CATS CM® methodology and its application.
- An overview of the elements pillars of successful contract management and the pillars of good contract management.
- Exploration of the contract management process, tailored to various types of contracts.
- Insights into interdisciplinary relationships and their impact on contract outcomes.

Enhanced Program Details

This comprehensive course demands 8 to 12 hours of active engagement, offering an introduction of contract management principles and practices. Featuring introduction videos by experts Linda Tonkes and Arjen van Berkum, the program goes beyond the basics, incorporating advanced topics and additional resources like articles, videos, and blogs to enrich your learning experience further.

Maximize Your Learning: CATS CM® the Book

To complement your E-Learning journey, we recommend the book "Contract Management with CATS CM® Version 4: From Working on Contracts to Contracts That Work." This essential guide, available in both paperback and e-book formats on Amazon, provides detailed insights into the CATS CM® methodology, enhancing your understanding and application of the concepts taught in the E-Learning course.

Investment and Registration

The investment for single access to this E-Learning is EUR 450 excluding VAT. For group access and discounts, please contact us. Registration is straightforward: simply sign up on our website www.catscmcore.com to begin your journey towards contract management excellence.

Choose Excellence with CATS CM®

By choosing our E-Learning program, you are not just learning about contract management; you are stepping into a community of excellence. Our program is the culmination of years of expertise, designed to offer you a comprehensive, practical, and engaging learning experience.

Participant Quote

Arto A. Mäkinen:

“I have participated to the CATS CM® Core E-Learning course, and it is great way to get the first introduction to the CATS CM methodology. The e-learning is well structured and easy to navigate with loads of additional information, which is useful also for people that might not have long experience from contract management. After the E-Learning it is also easier to read the book and find more information from there. CATS CM® is an absolute must, also for the seasoned contract manager like me. It is the first methodology that clearly defines the added value of contract management and how it should be implemented in close collaboration with other functions within corporate. CATS CM® and the E-Learning have opened my eyes to look at contract management with new perspectives and has given me ideas on how in our organization contract management can be integrated to day-to-day operations.”

Begin Your Journey Today

Are you ready to master the art of contract management and propel your career to new heights? Register for the CATS CM® E-Learning today and take the first step towards achieving contract management excellence.

For detailed information, registration, and more, visit our website, www.catscmcore.com or contact us directly through questions@cats-cm.com.



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