

Course Title

Proposal Management for the Project Manager (PM-001)

Description

Does the thought of leading a proposal make you nervous? Are terms like “RFP,” “RFQ” and “BAFO” foreign to you? This course teaches project management professionals about proposals by relating proposals to projects, and explaining how to effectively lead and participate in bids.

Training Benefits

- Project professionals learn about procurement within the context of the contract lifecycle to understand how bids and projects relate to one another
- Training targets the areas of greatest bid management risk for maximum positive impact and management effectiveness
- Project managers learn how they can manage projects to foster more effective bids
- Training content is aligned to both the Project Management Body of Knowledge (PMBOK®) standards and the Shipley Proposal Guide for standards-based learning
- Course can be used offline or delivered in a classroom or webinar format for ease of use

Course Topics

- Definition of bid and procurement terms
- Similarities between proposal management and project management
- Proposal team organization, components and process
- The role of the proposal in the contracting lifecycle
- The role of the Proposal Manager in the proposal process
- Tips and techniques for the proposal process stages
- Tasks that prepare projects for on-going bid readiness

Audience

Project managers and/or those familiar with project management techniques who will manage or contribute to a proposal or similar procurement response.

Training Duration

This course can be used for independent learning or implemented in a three-hour class.

Related Training Courses

Applying Project Management Techniques to Proposal Management (PPM-001) (from the training series *Knowledge Exchange Across the Contract Award Divide*)

Training Course Delivery

For information and pricing on training course delivery (remote or classroom-based), contact Denise Taranov at Denise.Taranov@decamanagement.com.