## TSC Category
### Stakeholder and Customer Management

## TSC
### Contract and Vendor Management

## TSC Description
Manage contract creation, execution and analysis to maximise financial and operational performance and minimise risks

<table>
<thead>
<tr>
<th>TSC Proficiency Description</th>
<th>Level 1</th>
<th>Level 2</th>
<th>Level 3</th>
<th>Level 4</th>
<th>Level 5</th>
<th>Level 6</th>
</tr>
</thead>
<tbody>
<tr>
<td>LOG-CFC-2008-1.1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>LOG-CFC-3008-1.1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>LOG-CFC-4008-1.1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>LOG-CFC-5008-1.1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Knowledge
- Types of contracts
- Risk assessment
- Financial understanding
- Different stages of contract lifecycle
- Risk analysis and mitigation
- Vendor analysis
- Service level agreements
- Enterprise Contract Management (ECM) approaches
- Risk management
- Financial analysis
- Corporate law
- Risk anticipation
- Financial management
- Legal risks and dispute resolutions
- Corporate law disputes, contract disclosures and resolutions

### Abilities
- Support contract creation
- Support analyses of risks in contract agreements by taking into consideration organisation’s best interests
- Analyse risks of contract terms to the organisation’s financial, legal and operational performance
- Draft contracts while taking into consideration risk elements and legal matters
- Analyse performance and outputs and ensure contract terms are being followed
- Review contracts and balance the interests of the organisation and risk elements
- Develop contract terms and approaches that are reasonably termed and legally compliant
- Develop relationships with vendors through effective communication, honesty, and integrity
- Devise contract agreements in the best interest of the organisation
- Formulate contracts that accommodate changing market conditions, risks associated with uncertainties while still permitting appropriate reviews in relation to the vision and capabilities of the organisation
- Drive vendor management through continuous influences to meet performance objectives to ensure profitability, and long-term partnerships