

WHY STUDY CONTRACT MANAGEMENT?

CONTRACT PROFESSIONALS DO IMPORTANT AND INTERESTING WORK!

- Contracts are at the crux of **every** business deal in **every** industry.
- Contract managers **drive** how these deals are made.
- Contract managers **interact with every part of an organization** including the c-suite, technical experts, marketing, and IT.

CONTRACT PROFESSIONALS EARN COMPETITIVE SALARIES!

- The 2021 national **median salary** for contract management professionals with a **bachelor's degree** was **\$105,000**.
- The 2021 national **median salary** for contract management professionals with a **master's degree** was **\$120,000**.



WHAT DOES A CONTRACTING PROFESSIONAL DO?

- Draft, analyze, and respond to solicitations
- **Negotiate** price, terms, and conditions
- **Manage** the contract throughout the contract lifecycle
- **Identify risks** and **solve problems** as they arise
- **Advocate** for and monitor compliance
- **Maintain** records of existing and past contracts
- **Continuously improve** procedures and policies



LAUNCH YOUR CONTRACT MANAGEMENT CAREER!

CLICK TO ACCESS LINKS!

 <p>Join NCMA with a free student membership!</p>	 <p>Match with a mentor to help achieve your career goals!</p>	 <p>Learn and connect at NCMA events!</p>	 <p>Learn the profession with the course catalog</p>	 <p>Stand out from the crowd with a CCMA certification!</p>	 <p>Find your next role with NCMA's job board!</p>
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NCMA Welcomes You to Our Community Of Contract Management Professionals!

The National Contract Management Association (NCMA) was founded in 1959 with a mission to provide members with high-quality training and networking opportunities to support their professional growth. With 20,000 members strong, we connect different types of professionals in a neutral forum to support their entry into the workforce and throughout their careers. Reach out to memberservices@ncmahq.org with any questions.

Learn more at ncmahq.org.