

Professional training “Contract Management”

For whom

- Contract Managers
- Project managers / Project Directors
- Supply Chain / Procurement professionals
- Contract Professionals
- Commercial & Sales Professionals
- The commercial and operational management

Issue at stake

- Acquire the fundamentals of international contract management.
- Obtain skills & tools to effectively perform the Contract Management on projects thanks to this training.

Prerequisites

- This training does not require any specific prerequisites.
- Nevertheless, some project management experience (national or international) or procurement experience will facilitate learning.

Objectives

The following objectives will be achieved when completing this training:

- Become familiar with contract management [internationally].
- Learn how to mitigate contractual risks.
- Structure the elements and actions (information, steps, actions, etc.) for a good contract management.
- Adopt the right contractual reflexes at all stages of the life of the contract.

The strong points

- Competence: The trainer is an experienced director of major international groups (Alstom, General Electric, Besix), having personally managed dozens of major contracts (3 to 300 MEuro per contract).
- Flexibility: ability to adapt along the way according to the needs of the participants; providing answers to questions beyond the material presented.
- Relevance: link to the most internationally recognized contract management practices.
- Applicability: practical advice for day-to-day contract management.



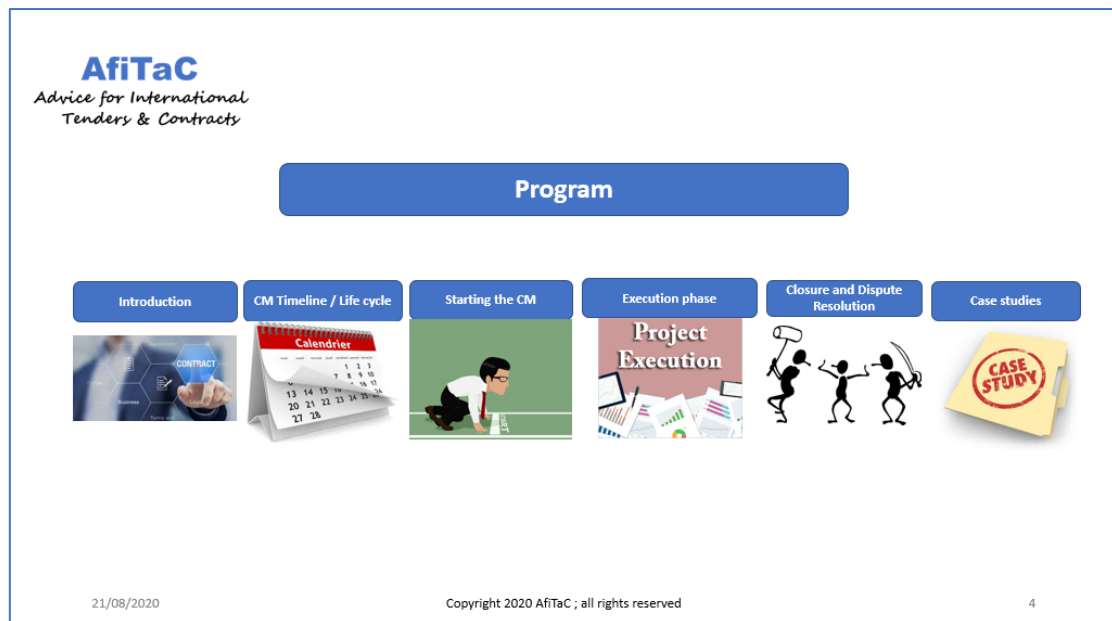
Program

This program is typically 1 to 3 days and will be adjusted according to the identified needs:

Preparation

- Analysis of the business environment of the trainees (e.g. by telephone meetings) to adapt the topics according to their needs.
- Implementation of reflective phases: (anonymous) self-diagnosis to allow participants to determine their level of competence before and after the training and identify areas for improvement.

Standard modules



- What is a contract, its stakeholders and how does it impact project results?
- The Contract Management Timeline / Lifecycle
 - ✓ Negotiation
 - ✓ Project start-up phase
 - ✓ Execution phase
 - ✓ Close-out phase
- Case studies
- Application to work environment



Options

Options that may be included according to the identified needs (and if consistent with the duration of the course):

*cash flow liability indemnity
liquidated damages fiscal risk
IPP escalation EPC arbitration
variation order termination
FIDIC Force Majeure carve-out
taking-over currency risk cap
warranty suspension rejection*

1. Contract Risk Scoring – method for assessing contractual risks

2. Contract Awareness

Practice

Actual contract management cases relevant to the business environment of the participants.

Work situations: forum for exchange, on a web-based platform, on the subjects acquired during the training during the month following the training.



Contact us for more information



- by writing an e-mail to info@afitac.com
- by phoning us at **+33 6 75 11 09 83**