

Management Seminar

**Seminar no.:
KCCCM1SE2**

Contract & Claim Management

Avoid risks and costs! Be pro-active!

- **Your contractual partner causes delay?**
- **Backcharging your additional costs?**
- **Missing evidences for substantiating your claim?**

***Manage your risks and contractual debates
in a professional way !***

Objectives

- ❖ **Secure your profit!**
- ❖ **Anticipate problems and minimize risks!**
- ❖ **Improve the contractual awareness within your Team!**
- ❖ **Greater ability to execute contracts professionally!**
- ❖ **Raise the productivity of your personnel involved in contract activities!**
- ❖ **Improve the performance of your contractual partners!**
- ❖ **Don't loose any opportunity from your contractual rights!**
- ❖ **Avoid incoming claims!**
- ❖ **Be well prepared if you are claimed!**
- ❖ **Develop your negotiation skills!**

Who should attend?

Personnel preparing execution of major projects; experienced managers, experts in project execution looking for a refresher from this seminar:

- Project Manager
- Subproject Manager
- Engineering Manager
- Construction Manager
- Financial Manager
- Purchasing Manager
- Project Controller
- Quality Manager
- other project team members

Your benefits

- Saving costs, securing profit
- Maximizing your contractual benefits
- Reducing risks
- Extended awareness of contractual rights, risks and obligations
- Increasing quality, delivery and performance
- Identification, management and strategy to resolve contractual problems
- Risk-allocation
- Successful negotiation, improving your negotiation skill
- Knowledge of alternative dispute resolution way to solve debates
- Decrease threat of litigation

No more ...
... wasted time,
increased risks,
overpayments
and missed opportunities!

Training methodology

Participants will increase their knowledge base and skills through case studies, group exercises, role-plays, check lists and practical exercises.

Interactive approach will encourage attendees to present their own experiences forward for a discussion and debate.

Supportive and comprehensive course material is provided in English.
Time will be allowed for general discussion.

Competences of your adviser

- **Wide range of experience in international turn key project business**
- **More than 10 years management functions in West- and East-Europe**
- **Multi-sector experience (Energy, Healthcare, Industrial, private and public sectors)**
- **Leading successful contract and claim management for turn key projects Worldwide**
- **Several years experience as operative board member in state owned companies**
- **First hand experience of international negotiations**
- **Extended cooperation with public sectors' institutes**
- **Wide range of expertise of financial and economical effects of the EU accession**
- **Publications in public finances**
- **Ph.D. of finances, degree in Law**

General information

- This is a 2 days seminar, each day is starting at 9.00 am and ending at 5.00 pm.
- The cost for attending the seminar is 950.- EUR per participant. This price includes: seminar documents (CD-ROM), lunch and drinks during the entire time of the seminar.
- In case more than one participant from the same company attends the seminar, the price for each participant will be discounted to 850,- EUR per participant.
- The General Terms and Conditions of the participation can be found on the sign-up page of this seminar.

[Sign up today!](#)