

CASE STUDIES ON THE NEGOTIATION OF CONSTRUCTION CONTRACTS

This two days program is structured in a manner to be tailored as an in-house training program to be delivered to companies acting in the construction industry. The instructors work closely with the client company to select and customize the program to suit their specific industry challenges. Combining legal knowledge concerning construction contracts with behavioral insights and techniques to successfully negotiate construction contracts, this interactive and informative program aims to turn the company's senior teams into powerful collaborators. Further, by keeping groups small, a focused and flexible session is delivered where each participant receives a high degree of individual attention to create a negotiation strategy that best suits them.

On the first day, legal knowledge is provided in regard to construction contracts and such knowledge is flexed with difficult clients, suppliers and subcontractors. This negotiation dramatically demonstrates the human dynamics at play and teaches specific techniques to define objectives and leverage opportunities. On the second day, building on the knowledge received on the previous day, company's senior team learns techniques to turn a real life industry case study into a powerful strategy before negotiating it with challenging industry collaborators. The senior team is split into four teams, each with their own customized case study refined from real life experiences on various projects, for the following processes.

Whom to attend?

Personnel who:

- negotiate construction contracts;
- perform under a construction contract whether on the contractor side or on the employer (owner) side;
- are responsible for contract management;
- regularly correspond with clients, sellers or subcontractors on matters concerning construction contracts.

Outcomes

- Learn fundamental legal knowledge concerning construction contracts by reviewing provisions placed in FIDIC suit of Contracts
- Learn how to build and test a pre negotiation strategy
- Learn how to flex your strategy to negotiate a deal to satisfy everyone's objectives
- Accelerate results by moving with your clients' motivations and thought patterns
- Learn how to defend and support team members' involvement
- Learn how to deal with difficult personalities.

The program is rendered in English language.