

Overview

Managing of construction contracts is the essential responsibility of any top management member. A responsibility involving different parties, complicated relationship, sophisticated construction details and billions of money.

Accordingly, top management members involved in the construction industry understand that in order to be in control of events, they need to master and enrich their contractual experience and gain better understanding of their rights, obligations, liabilities and responsibilities.

This course as part of **Top Management Programs (TMP)** is intended to enhance and reinforce top management's experiences to deliver optimum and efficient management of their construction contracts.

Program Objectives

The objectives of this program are to:

- Understand the nature of the contractual relationship between the parties of Construction Contract.
- Grasp the obligations, liabilities and responsibilities of the Engineer, Employer and Contractor.
- Negotiating your Contract and avoiding pitfalls within.
- Digest In depth the FIDIC RED Book 87/99.
- Importance of proper closing-out of contracts.
- Understand the Termination, Suspension, Variations and other advanced issues.

Who Should Attend?

- Top Management working in the construction industry whether they are representing Contractors, Consultant Engineers or Clients, and having the interest in gaining the proper knowledge about their rights and obligations under their current and future construction contracts.



Program Structure

This course is offering the essential knowledge, skills and tools on effective contracts management for top management members.

- Number of hours: 20 hours
- Duration: 4 days

The course is run in an entertaining interactive environment utilizing application workshops and real-life case studies.

***“Do Not Read Your Contract
When In Need To.....***

Read It Before Signing It....”

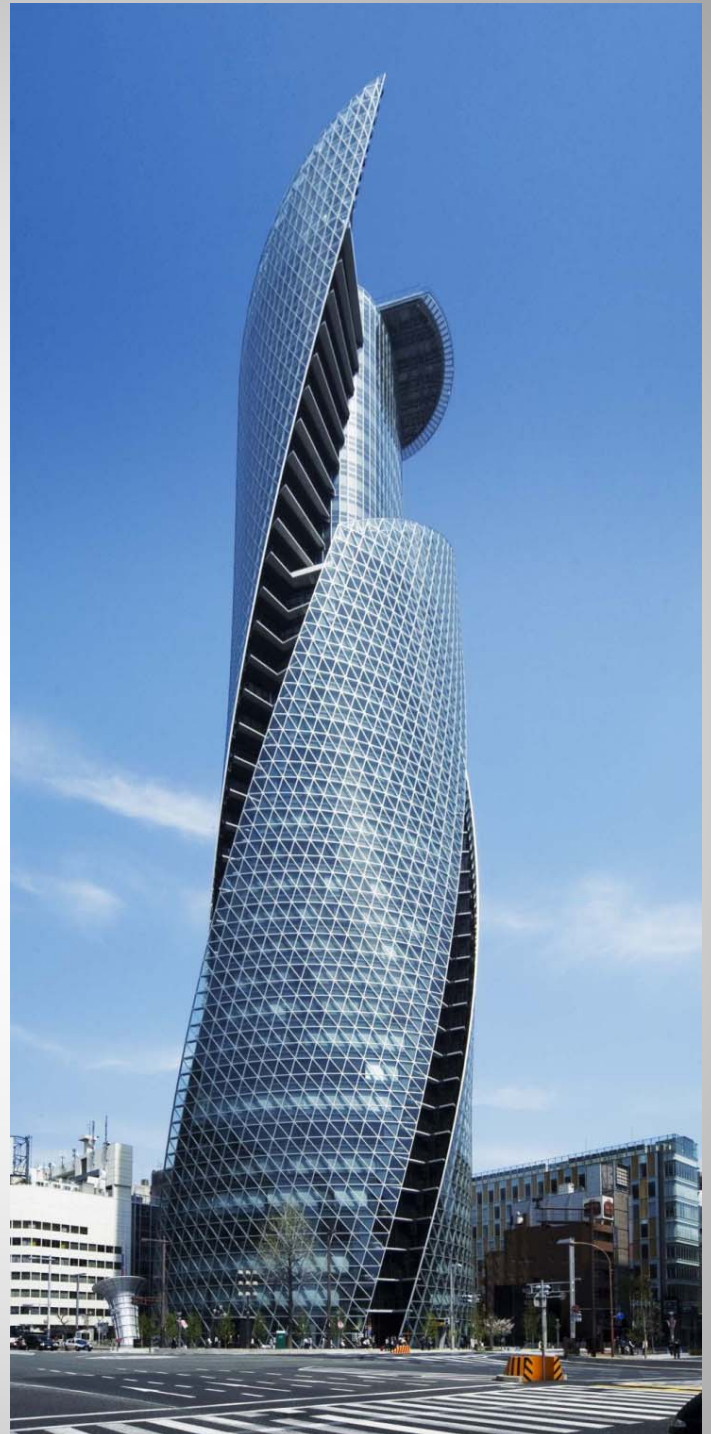
Course Language;

The presentation, supplied documents and workshop exercises of the course shall all be in the English language.

However, and based on the trainees' desire, use of Arabic language during oral explanation could be presented.

Course Outlines

- Introduction to effective contracts management.
- Definitions.
- Review of the Procurement Strategy and Procedure.
- Offer & Acceptance Theory.
- Battle of Forms.
- What Has *Actually* been agreed in the Contract.
- The allocation of essential functions and the relationships between the different parties.
- Types of Contract.
- Priority of Contract Documents – The Conflict.
- Important Tips.
- Negotiated Terms Vs. agreed Terms.
- Signing the Contract.
- Managing Contract's Money.
- Managing Contract's Time.
- Managing Contract's Correspondences and Reports.
- Managing Contracts Claims and Variations.
- Managing Contract's Commercial Requirements.
- Delay Damages and Penalties.
- Provisional Sums.
- Nominated Sub-Contractors.
- Revolutions – Whose Risk Is It?
- Suspension and Termination.
- Dispute and Disputes Resolutions.
- Consequences.... Contractual and Strategic.
- Issues to be Controlled by Top Management.



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