



Asia Masters Center

Advanced modern trends at contracts revision & contractual responsibility



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➔ Course Objective

- Provide an understanding of how risk arises
- Compare different methods of identifying and assessing risk
- Review the impacts of different approaches to risk allocation
- Explore different Contract types to transfer risks
- Consider the contractual techniques to ensure effective risk allocation
- Review risk management techniques during the life of a contract

➔ Target Audience

- Contracts, Tendering, Purchasing, Procurement, and Project personnel
- Contract Administration, Engineering, Operational, and Maintenance personnel
- Risk, Claims, Financial, and Audit personnel
- And all others who are involved in the planning, evaluation, preparation and management of tenders, specifications, awards, and contracts that cover the acquisition of materials, equipment, and services and who are in organizations whose leadership want high levels of competency in those involved in these activities



Course Outline

➤ **DAY 1**

➤ **Types and Management of Risk**

- The Need for Contractual Relationships
- Defining Risk
- Categories of Risk for Both Sides of a Contract
- Risk Assessment Process
- Managing Risk
- Qualifying Suppliers
- Defining Internal Control
- Proportionality of Control

➤ **DAY 2**

➤ **Minimizing and Transferring Risk**

- Transferring risk through Contract Types
- Firm Fixed Price or Lump Sum Contracts
- Cost reimbursable Contracts
- Incentive Contracts
- Award-Fee Pricing Arrangements
- Indemnities
- Cross Indemnities
- Insurance

➤ **DAY 3**

➤ **Risk Related Terms & Conditions**

- External events
- Force majeure
- Strikes and other labour disputes
- Risk and Title
- Use of ICC Incoterms
- Assignment and Novation
- Other clauses that need to flow down to sub-contractors

- Risks associated with Sub-Contractors
- **DAY 4**
- **Dealing with Financial Risks**
- Controlling Risk Associated with Payments
- Currency Risk
- Economic Risk
- Fraud and Corruption
- Limiting or excluding liability
- Distinctions between liability in contract, and the general law
- “Gross negligence”
- A review of some sample clauses from standard contracts, and other real documents
- **DAY 5**
- **Remedies When Bad Stuff Happens**
- Mistakes and Misrepresentations
- Impracticability of Performance
- Remedies Generally
- Types of Remedies
- Liquidated damages
- Warranties
- Cover
- Discussion of real examples (delegates are encouraged to bring real or made up examples for discussion)
- Review of course and question and answer session

- **The Feature Of Asia Master Training And Development Center**
- we pick up the customer from the airport to the hotel.
- we give the participant training bag includes all the necessary tools for the course.

- Working within groups to achieve the best results.
- All our courses are confirmed and we do not postpone or cancel the courses regardless of the number of participants in the course.
- We can assist you in booking hotels at discounted prices if you wish to book through us.
- We offer the certificate from Asia Masters Center for Training and Administrative Development.

➡ **The Cost Of The Training Program Includes The Following:**

- 1) Scientific article on flash memory.
- 2) Training Room.
- 3) Training.
- 4) Coffee break.
- 5) The training bag includes all the tools for the course.

Price (USD)
<p>Communicate with the training department to know the participation fees</p> <p>➤ There are offers and discounts for groups</p>
<u>The details of the bank account</u>
<p>Bank name: CIMB Bank Berhad</p> <p>Account name: Asia Masters Center SDN. BHD</p> <p>Bank account number: 80-0733590-5</p> <p>Swift code: CIBBMYKL</p> <p>IBAN: Null</p>