

PROJECT MANAGEMENT



 **BTS**
Training & Consultancy

Excellence in Contract Negotiations for Engineers

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Excellence in Contract Negotiations for Engineers

Introduction:

The profitability of an organization and the ROI on engineered projects depends upon the engineer's ability to negotiate contracts to an acceptable level of risk. For engineering professionals in the oil and gas sector involved in contracting and commercial relationships, their negotiation skills are critical to long-term engineering project and overall business success. This comprehensive course will cover the essence of establishing good negotiation techniques during the contracting and procurement process through learning from best practices in contract negotiations, understanding and applying key negotiation issues and terms and managing various risks and responsibilities within every contract.

Who Should Attend?

Contracts, Purchasing, and Project Personnel, Engineering, Operational, and Maintenance Personnel, Project and Contracts Management Professionals, Tendering, Purchasing, Contract Administration Professionals and Personnel, Engineering, Operational, Finance, Maintenance Professionals, Managers and executives in the procurement, finance, legal, risk and supplier relations department, Business Managers, Commercial staff, Project Engineers, Procurement staff, Legal staff, Contracts analysts & Officers, Contract Leaders & Engineers, Cost & Planning Engineers, Contract Administrators, Contracting Unit Supervisors, Contract Strategists, Project Managers, General Managers involved in contract negotiation and disputes, Commercial Managers, Buyers, Purchasing Managers, Tenders Managers, Supply Chain Managers & Executives, Procurement Managers & Personnel, Construction Managers.

Course Objectives:

By the end of this course delegates will be able to:

- Establish techniques for negotiating managing contractual relationships and generating value
- Recognize the content and substance of negotiations
- Develop techniques to build and win consensus among all the key participants
- Identify and manage the various risks, rights and responsibilities of all parties in a contract
- Create and implement techniques to strengthen contract compliance
- Explore how to improve profit margins through contract management
- Manage “win-win” business agreements that support long-term relationships
- Pursue and capture the value presented in your contracts
- Uncover opportunities to streamline your contract management processes

Course Outline:

- Understanding & Managing Negotiation Issues and Terms
- Petroleum Services Contracts
- Construction Contracts
- Engineering Contracts
- FEED Contracts
- EPCICM Contracts
- E&P Contracts
- Purchasing Contracts
- Fabrication Contracts

- Negotiating Terms Unique to Engineers in the Oil and Gas Sector
- Indemnity and Insurance
- Limitation of Liability
- Warranties and Remedies
- Intellectual Property
- Work Product Ownership
- Acceptance Tests and Payment
- Negotiating SOW's
- SLA's and KPI's in Engineering Related Contracts
- Risk Allocation
- Reliability
- Specifications
- Avoiding an Over-Reliance on Contractors During the Negotiation Process