



Contract Risk Management

The Complete Guide to Improving Contracts through Risk Management

FACE TO FACE TRAINING | 5 - 6 June 2024 | Melbourne

LIVE ONLINE TRAINING | 16 - 19 September 2024



This course is a core unit in the Contract Management Professional Certification.



Informa Connect Academy is a World Commerce & Contracting Learning Partner.



Use this course to help fulfil your Continuing Professional Development (CPD) educational requirements to retain your professional status.



Attend In-Person or Live Digital

REGISTER NOW

www.informacconnect.com/academy

Course Information

Face To Face Training

5 - 6 June 2024

MELBOURNE

Live Online Training

September 2024

Part 1

16 September

Part 2

17 September

Part 3

18 September

Part 4

19 September

1pm - 5pm AEST

Key Learning Objectives

- Understand how to develop an integrated risk management process for all your contracts/projects to reduce business risk
- Appreciate how to obtain a realistic contingency for your contracts to improve competitiveness as a tenderer or to obtain project funding
- Use risk management with the parties pre and post-contract to gain better contract outcomes
- Quantify issues to enhance quicker and more commercially focused contract negotiations
- Develop contracts that are more equitable using risk management
- Learn to use risk processes to ensure the contract is robust (or to find its weaknesses)
- Integrate safety risk management processes that flow from principal to designer, contractor and operators/maintainers

Who Will Benefit

As one of the core units in our CMP series, this contract risk management training course is relevant for those concerned with defining and implementing best practice contracts, as it illustrates how controlling risk can affect and improve your organisation's contracting outcomes in any industry sector.

In other words, this course is beneficial to all those working with contracts and tasked with optimising their performance.

About the Course

This course falls within our contract management series within our CMP certification. You will learn the fundamentals of risk management in contracts and how it can be applied practically to your projects in a consistent way. It will also address how project risk management processes can be minimised compared to more conventional Enterprise Risk Management (ERM) processes.

This contract risk management course will explore the practical application of quantitative data as well as pre and post-contract processes (such as managing contingency and resolving issues). It will illustrate how optimising risk management rather than risk allocation can improve contract outcomes. How to use risk management processes to 'stress' contracts will also be addressed to identify any weaknesses in the contract. Recent leading-edge developments will be explored, such as integrating value and risk management and setting up processes to enable risk management to occur between the parties pre and post-contract.

If you are working with contracts (either in the principal – or a contractor's team – employee or consultant) and want to learn how to manage risk in contracts in order to improve project outcomes, then this course is the perfect fit.

Meet Your Course Director



Beverley Honig BA. LLB. MBA
Chief Executive Officer
Honeylight Enterprises Pty Ltd

Beverley Honig is an internationally qualified lawyer with over 30 years' experience in Australia, the United Kingdom and Middle East. A winner of The Australian Financial Review and Westpac 100 Women of Influence Awards, she is also listed in the Who's Who of Business in Australia and the Businesswomen Hall of Fame.

With her pre-eminent expertise in projects and contracts, she is the published author of several bestselling books, including textbook "Project Management: A Managerial Process (McGraw Hill, 15th edition), and "Making Contracts Work" (2010). Besides serving as a judge for the Essential Services Commission Appeals, Beverley is also a Board Director and Chairman of several public and private companies.

Course Outline

OVERVIEW OF RISK MANAGEMENT

- The development of risk management
- Risk in the project/contract cycle
- Individual risk profiles and implications
- Benefits of undertaking risk management to an organisation

DEVELOPMENT OF AN INTEGRATED CONTEXT

- An outline of the qualitative risk management process
- Minimising process requirements for contracts
- The importance of objectives
- The use of a risk breakdown structure

DEVELOPMENT OF RISK MANAGEMENT PROCESS FOR YOUR CONTRACTS/PROJECTS

- Workshops – how and when
- Reporting and key factors for ongoing management of risk
- Developing a procedure that supports governance and aligns with enterprise risk management processes

IDENTIFYING CONTINGENCY

- What has happened in the past
- What is possible now
- How to use contingency as a tool to add value to project management and tendering processes

USING QUANTITATIVE ANALYSIS FOR ISSUES MANAGEMENT

- Issues logs and required data
- Assessing the "bottom line"
- Using the analysis in contract negotiations

UNDERTAKING A DETAILED REVIEW OF THE CONTRACT

- Planning a workshop to "stress" the contract
- Identifying areas of weakness
- Using this to improve your contract or tender

LATEST DEVELOPMENTS TO IMPROVE CONTRACT OUTCOMES

- Using risk management with the parties to improve the contract during tendering
- Using risk management post-contract to reduce conflict
- Gaining a competitive advantage through risk management

RAISING THE SAFETY RISK MANAGEMENT BAR

- Setting up processes for a whole-of-project life approach to safety
- Complying with aspirational and government standards
- Integrating processes from safety in design to standard operating procedures

REAL CASE STUDY ANALYSIS

Participants will be given the opportunity to undertake a number of exercises using their own projects/contracts information during the two days. Participants are encouraged to bring contract details and will be expected to keep information provided by other participants confidential.

THE CMP CERTIFICATION FRAMEWORK

The CMP provides a robust method of up-skilling and recognising an individual's expertise and experience in contract management and procurement. Our combination of in-class teaching, facilitation, knowledge based testing and workplace evidence based examinations has been carefully crafted to not only teach knowledge and skills, but to also demonstrate how individuals can apply their knowledge to work based situations. This Certification is recognised by IIBT and World Commerce & Contracting.

Contact us to see how we can help you: Visit www.informaconnect.com/academy, email training@informa.com.au or phone +61 (2) 9080 4399.



Informa Connect Academy is a Learning Partner of the World Commerce & Contracting which is a not for profit association and the only global body promoting standards and raising capabilities in commercial practice.

ABOUT IIBT



The International Institute of Business & Technology Aust (IIBT) is a highly respected, Government approved, Australian provider of higher education and VET programs. Their suite of programs includes a University level **Diploma of Business Administration**, equivalent to the first year of a business

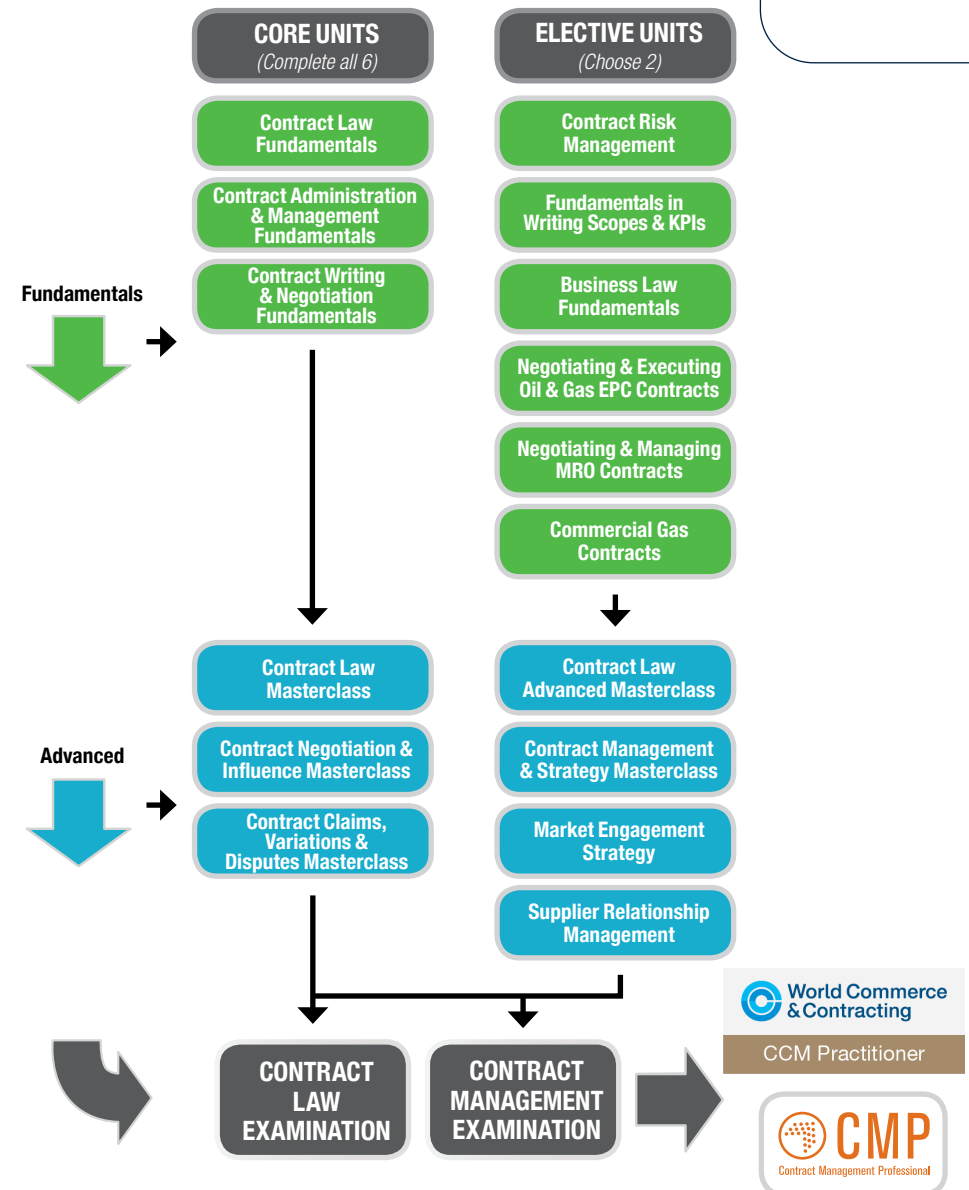
related undergraduate degree at Australian Universities. www.iibt.wa.edu.au

THE IIBT / INFORMA CONNECT ACADEMY ALLIANCE

IIBT and Informa Connect Academy joined together to provide a pathway for those who complete Informa's CMP at the Master level. All CMP Masters will receive Recognised Prior Learning (RPL): 2 units of credit in the 12 month, Higher Education, University level Diploma of Business Administration.

- Business Law (BL101)
- Management in Organisations (MGT101)

***This is a Higher Education Diploma equivalent to first year university NOT a Vocational Education Diploma.**



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Easy Ways to Register



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Course Code	Location/ Format	Course Dates	Early Bird price valid until 17 May 24		Standard price valid after 17 May 24		Great Savings: When you book 4 or more participants! Call us today on +61 (2) 9080 4399 or email training@informa.com.au to take advantage of the discount offer.
P24GL40ME	Melbourne	5 - 6 June 2024	\$3,195 + \$319.50 GST	\$3,514.50	\$3,495 + \$339.50 GST	\$3,834.50	

Course Code	Location/ Format	Course Parts	Course Dates	Standard Price		Great Savings: When you book 4 or more participants! Call us today on +61 (2) 9080 4399 or email training@informa.com.au to take advantage of the discount offer.
P24GL40AUV	Live Digital	All 4 Parts	16 - 19 September 2024	\$2,495 + \$249.50 GST	\$2,744.50	

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ABOUT INFORMA CONNECT ACADEMY

Informa Connect

Academy

Informa Connect Academy is a premier provider of global education and training solutions that caters to a diverse range of professionals, industries, and educational partners. We are dedicated to promoting lifelong learning and are committed to offering learners expert guidance, training, and resources to help them stay competitive in a rapidly changing world.

Our comprehensive range of courses and programmes are tailored to meet the needs of all professionals, from aspiring specialists to seasoned experts. We partner with elite academic organisations and industry leaders with unmatched expertise in their respective fields to deliver an exceptional learning experience.

ON-SITE & CUSTOMISED TRAINING

Informa Connect Academy has a long-standing track record of delivering very successful customised learning solutions achieving real and measurable value for our clients through our senior training consultants. If you have 8+ interested people, an on-site course can be the ideal solution – giving you the opportunity to customise our course content to your specific training needs, as well as attracting significant savings compared to public course costs.

WHY CHOOSE ON-SITE WITH INFORMA CONNECT ACADEMY?

- 1. Custom design** – Together, we will identify the best blended learning solution for your culture, your people and your training objectives.
- 2. Quality assured** – We design market-leading training programs, concepts and methodologies, with a 400+ course portfolio. Our rigorously selected 900+ instructor faculty are recognised experts in their field. Quality of their content and delivery methods is assured through continuous monitoring and evolution.
- 3. On-site training** is a cost effective way to train your people and achieve your defined outcomes.

Speak with **Sushil Kunwar** on **+61 (2) 9080 4370** to discuss your customised learning solution, or email inhouse@informa.com.au