



WHAT IF YOU COULD IDENTIFY MAJOR CONTRACTING RISKS AND CHALLENGES AT AN EARLY STAGE?

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INTERNATIONAL CONTRACTING

MANAGING CONTRACTS AND RELATIONSHIPS
IN COMPLEX CONSTRUCTION PROJECTS

Contract awareness is crucial when managing complex projects in the construction, engineering and offshore industry. A basic understanding of business law, risk management and interdependencies among stakeholders is key when it comes to creating commercial success.

Project managers are confronted with complex legal, commercial and cultural differences among contract parties on a daily bases. It has become clear that in order to execute an engineering project successfully, a different set of skills and knowledge is required. The program International Contracting is designed to help you:

- develop an understanding of contracting risks and success factors
- participate as a partner in contracting discussions and negotiations
- manage contracts effectively

The program is established in cooperation with representing stakeholders in the markets of engineering, building and offshore industry to increase the awareness and understanding of contract dynamics.

What will you learn?

This Executive Program addresses the key challenges professionals face in the different phases of the contracting cycle, including tendering, landing and drafting the contract, subcontracting, project execution, and finally testing and delivery. You will learn how to:

- prepare for tender and how to decide about the right tender strategy
- work with different contract types and modules
- identify major contracting risks and challenges at an early stage
- collaborate with different internal and external stakeholders
- translate contractual arrangements into effective arrangements with subcontractors
- choose between alternative options for dispute resolution

The Company Specific Programs of TIAS, the business school of Tilburg University and TU Eindhoven, are rated number one in the Netherlands, 28th in Europe and 66th worldwide. (Financial Times)

The past five years, the following companies benefited from this program:

- Royal Boskalis Westminster nv
- Heerema Fabrication Group
- Heerema Marine Contractors
- Ballast Nedam
- Dockwise
- Smit
- Flowserve
- Mammoet
- Tebodin

For who?

The program is tailored to the specific needs of professionals working in the construction, engineering and offshore industry. This comprises a diverse group of professionals including:

- project coordinators, directors and managers
- contract & subcontract directors and managers
- purchase / procurement / finance coordinators and managers
- construction and area managers
- tender and commercial managers
- engineers

TIAS encourages complete tender teams to participate. This will teach the team the same way of working. The team will be better prepared for contract preparation and negotiation. Risks will be rethought better. And the team will learn to think in opportunities.

What sets this program apart?

- pressure cooker concept: high-intensity, high-impact environment
- it puts theory into practice by working on real-life cases
- highly interactive and demand-driven design: we work on your issues

Faculty

The program is staffed with renowned faculty and industry speakers in the field of contract management, procurement and supplier relations.

Prof. dr. Arjan Van Weele, Professor of Purchasing and Supply Management at Eindhoven University of Technology

Mr. Wilfred Veldstra, specialized in corporate law and in the (national and international) procurement and construction law, assistance with the specified requirements and project development.

Practical information

Location: TIAS, Tilburg

Language: English /Dutch

Tuition fee:

Core module: € 3,500,-

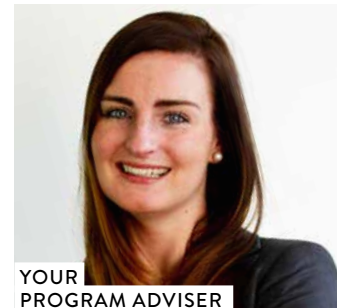
Including coffee/tea/refreshments, lunches, case studies, articles, presentations and the book International Contracting.

Application

For application forms or online application, please go to:

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www.tias.edu/ic

Early application is recommended.



YOUR
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TIAS