



consilium

Claims & Contracts

Training Seminars &
Workshops
For
Industrial Plant
Contractors



This course is for contractors that design, manufacture, supply and guarantee bespoke industrial plant and equipment to individual customer requirements, whether with or without ancillary obligations such as erection, and the supply of civil and building works or the like. It is also aimed primarily at contractors that do business internationally and who therefore find themselves operating in different legal systems from time to time and subject to international law.

The Course is delivered over two days. The first day consists of a series of seminars illustrated with actual examples from our past experience. The seminars consist of 12 modules covering specific topics. The modules fall into two parts. The first part deals with the law and contracts, outlining the key legal bases and background to engineering contracts. The second part looks at the techniques of claims management or managing contract rights. It is an essential premise of the course that to fully understand the second part requires an understanding of the first.

The second day of the training course centres on a series of workshops of real problems presented for the participants to deal with based on what was learned during the seminars. These workshops are tailor made for each client. Each participant receives in addition a detailed book for further reference covering the topics discussed.

The modules themselves can also be adjusted for specific clients to emphasise certain issues. We therefore meet with your management for a day to determine specific areas of concern. Following the meeting we prepare the final version of the seminars and the tailor made workshops for delivery.

CONSILIUM TRAINING

**Consilium 404 LLC
12 Drumsheugh Gardens
Edinburgh
UK**

Email: postmaster@consilium404.com



consilium

Strategies & Solutions



Main Features

- Advanced claims management techniques
- Workshops featuring real-life problems
- Actual solutions examined
- Seminars presented by practising experts
- Focus on settlement techniques and dispute avoidance strategies
- International legal background

Seminar Topics

Module 1: Sources of the Law National and International

Common Law Jurisdiction
Civil Law Jurisdiction
Comparison
International Law

Module 2: Key Obligations

Performance Guarantees
Time for Completion
Other Obligations

Module 3: Key Liabilities

The Right to Demand Performance
The Right of Self-Help
The Right to Terminate
The Right to Compensation
Tort and Delict

Module 4: Limiting Liability

Exclusion Clauses
Capping Liability
Concept of Consequential Damages
Warranties

Module 5: Subcontracting and Consortia

Key Differences
Partnership Concepts
Liabilities

Module 6: Managing Contract Rights

Managing Entitlement
Claims Preparation
Types of Claim

Module 7: Changes to the Specified Scope of Work

Changes Ordered by a Customer
Changes Made Without Order
Third Party Changes
Pricing Changes

Module 8: Breach of Contract Claims

General Principles
The Structure of Breach of Contract Claims

Module 9: Contractor Claims for Damages

Immediate and Direct Expenditure
Delay Costs
Loss of Profit and Overhead
Disruption and Loss of Productivity

Module 10: Delay Claims

Schedule Impact Analysis
Other Methods of Proving Delay

Module 11: Negotiation and Settlement

Negotiation
Settlement Methods
Dealing With Customers You Can't Afford to Lose

Module 12: Dispute Resolution

Litigation
Arbitration
ADR
Working With Lawyers



OUR SERVICES

Project Management
Claims Management
Dispute Management
Independent Expertise

Project and Contract Risk Management for the International Industrial Engineering Market

When projects contain exceptional risks or when things go wrong, maintaining control and securing budgets become highly demanding tasks. Specialist help is required to reduce risks and secure proper entitlement. Consilium exists to provide that help.

Consilium's mature consultant team of bi-lingual engineers and lawyers with their wide and deep international experience, specialises in the techniques of managing difficult projects, recovering control of problem projects and handling the contractual issues that result.

Consilium focuses on the Steel, Process Plant and Oil & Gas Industries and managing the risks inherent in the international environment.