



*Conference:*  
*Contract Risk Management and Compliance*

*7 - 11 March 2027*  
*Istanbul (Turkey)*  
*DoubleTree by Hilton Istanbul Esentepe*

## Conference: Contract Risk Management and Compliance

Conference code: CO235687 From: 7 - 11 March 2027 Venue: Istanbul (Turkey) - DoubleTree by Hilton Istanbul Esentepe  
Conference Fees: 6300 ₺ Euro

### Introduction

This seminar focuses on managing and mitigating risks in contracting to ensure successful project outcomes. Participants will gain insights into the risk mitigation process, strategies to elevate contracts to a strategic level, and skills to identify and allocate risks effectively. The seminar also provides examples of contract terms and conditions designed to address risk management comprehensively.

### Objectives

- 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:

- Contract Managers and Contract Administrators
- Procurement and Purchasing Professionals
- Project Managers and Project Engineers
- Commercial and Supply Chain Professionals
- Legal Advisors and In-House Counsel involved in contracts
- Finance and Risk Management Professionals
- Tendering and Bid Evaluation Personnel
- Professionals involved in vendor and supplier management
- Personnel responsible for drafting, reviewing, and negotiating contracts
- Professionals involved in managing contractual claims and disputes
- Senior managers responsible for strategic contracting decisions
- Anyone seeking to enhance their knowledge and skills in contract risk management and mitigation strategies

### Outlines:

#### Day 1: Types and Management of Risk

- The Need for Contractual Relationships

- Defining Risk
- Categories of R 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 labor 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 seminar and question and answer session

## Registration form on the Conference: Contract Risk Management and Compliance

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

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Personal E-Mail: .....  
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### Company Information

Company Name: .....  
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### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
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- ☐ Please find enclosed a cheque made payable to Global Horizon
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