



*Training Course:  
Construction Contracts Master Class*

*26 April - 7 May 2027  
Trabzon (Turkey)*

## Training Course: Construction Contracts Master Class

Training Course code: PC4054 From: 26 April - 7 May 2027 Venue: Trabzon (Turkey) - Training Course Fees: 9450 € Euro

### Introduction

Construction projects often face contractual disputes due to complex work, multiple stakeholders, and diverse commercial arrangements. This 10-day program helps participants understand the root causes of disputes, master contract management, adopt collaborative approaches, and develop practical skills to prevent and resolve conflicts efficiently, while improving project performance and profitability.

### Objectives

By the end of this program, participants will be able to:

- Understand construction contracts and their legal and commercial implications.
- Identify common clauses that create risks or disputes.
- Apply collaborative and modern contracting approaches.
- Manage contracts effectively from award to closeout.
- Handle disputes using negotiation, ADR, and formal resolution methods.
- Enhance communication and coordination among commercial, legal, and technical teams.

### Target Audience

- Project Managers
- Construction Contract Administrators
- Procurement and Tendering Officers
- Engineers, Architects, and Site Managers
- Legal and Commercial Teams
- Contractors and Subcontractors

### 10-Day Programme Outline

#### Day 1 - Introduction to Construction Contracts

- Role and importance of contracts in construction
- Contract formation: principles, oral vs. written, and formalities
- Overview of construction-specific contracts and standard forms FIDIC, NEC, LOGIC
- Differences in international legal systems and bargaining positions

#### Day 2 - Key Clauses and Risk Areas

- Design responsibility, warranties, and fitness for purpose
- Standards of work and variations
- Time, money, and force majeure clauses
- Intellectual property, limits of liability, indemnities, insurance
- Minor clauses: notices, entire agreement, incorporation by reference

#### Day 3 - Traditional Contracting Approaches

- Lump sum/fixed price contracts
- Bill of Quantities / Schedule of Rates
- Incentive fees, escalation, economic price adjustment
- Call-off contracts and dealing with market volatility

#### Day 4 - Contract Administration Essentials

- Roles and responsibilities of contract administrators
- Monitoring contract performance
- Payment procedures, progress claims, and interim certificates
- Managing variations, change orders, and disputes

#### Day 5 - Advanced Contracting Strategies

- Risk and reward structures
- Build-Operate-Transfer BOT and similar models
- Open-book contracting and collaborative working
- Delegate workshop: structuring contracts for alignment of commercial goals

#### Day 6 - Tendering and Procurement in Construction

- Elements of competitive tendering
- Tender evaluation criteria
- Selecting the right contractor and contract type
- Documentation, pre-qualification, and bid analysis

#### Day 7 - Managing Contract Performance

- Maintaining schedules and quality
- Expediting and progress monitoring
- Contract variations and price changes
- Bonds, guarantees, and insurance considerations

#### Day 8 - Dispute Avoidance Techniques

- Identifying potential dispute triggers
- Communication strategies and proactive management
- Collaboration and partnering to reduce conflicts
- Case studies on dispute prevention

#### Day 9 - Dispute Resolution Methods

- Negotiation strategies
- Litigation, arbitration, adjudication

- Mediation, conciliation, early neutral evaluation, expert determination
- Dispute Review Boards, pendulum arbitration, and mini-arbitration

#### Day 10 - Contract Closeout and Lessons Learned

- Contract completion and final acceptance
- Post-completion services and project feedback
- Evaluating contractor performance and lessons learned
- Practical exercise: drafting a risk-mitigated contract framework

## Registration form on the Training Course: Construction Contracts Master Class

Training Course code: PC4054 From: 26 April - 7 May 2027 Venue: Trabzon (Turkey) - Training Course Fees: 9450 € Euro

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

### Delegate Information

Full Name (Mr / Ms / Dr / Eng): .....  
Position: .....  
Telephone / Mobile: .....  
Personal E-Mail: .....  
Official E-Mail: .....

### Company Information

Company Name: .....  
Address: .....  
City / Country: .....

### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
Position: .....  
Telephone / Mobile: .....  
Personal E-Mail: .....  
Official E-Mail: .....

### Payment Method

- ☐ Please find enclosed a cheque made payable to Global Horizon
- ☐ Please invoice me
- ☐ Please invoice my company

### Easy Ways To Register

Telephone:  
+201095004484 to  
provisionally reserve your  
place.

Fax your completed  
registration  
form to: +20233379764

E-mail to us :  
info@gh4t.com  
or training@gh4t.com

Complete & return the  
booking form with cheque  
to: Global Horizon  
3 Oudai street, Aldouki,  
Giza, Giza Governorate,  
Egypt.