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# CONTRACT RISK MANAGEMENT

2-Day Training Course: The Complete Guide to Improving Contracts through Risk Management

FACE TO FACE TRAINING | 20-21 September 2021 • Melbourne | 23-24 September 2021 • Sydney



**Our Expert  
Course  
Instructor**



**Dr Cyril Jankoff**, Consultant – Commercial Contracts & Procurement

Over the last 30+ years Cyril has worked as an external solicitor, in-house counsel as well as an accountant and financial controller. He also worked as the Australia and Oceania manager for a division of a global listed UK global publishing company. He now works as a consultant, speaker, trainer, author and mentor in commercial contracts especially in procurement and Supplier Relationship Management as well as in business improvement and general management. For many years he also simultaneously worked as a Certified Practising Accountant in private practice and as a forensic accountant where he quantified loss of profits and damages claims in contested breach of contract commercial and fraud disputes. In addition to his MBA he has formal qualifications in law, accounting, contract management and education/training.

## Key Learning Objectives

- ▶ Understand how to develop an integrated risk management process for all your contracts/project to reduce business risk
- ▶ Appreciate how to obtain a realistic contingency for your contracts to improve competitiveness as a tenderer or for 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

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



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

**REGISTER NOW >** [www.informa.com.au/contractriskmanagement](http://www.informa.com.au/contractriskmanagement)

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## ABOUT THE COURSE

This course falls within our contract management series within our CMP certification. You will learn about risk management and how it can be applied practically to your contracts and 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.

The 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 so as 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 wanting to see how risk management can improve contract/project outcomes then this course is the perfect fit.

## WHO WILL BENEFIT

As one of our core units in our contract management CMP series, this course is relevant for those concerned with defining and implementing best practice contracts, as it illustrates how managing 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.

## Learn Anywhere, Learn Anytime

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Register today for our **Live Online Training** courses and find out how they can help you transform the way you work. Contact one of our training consultants on [training@informa.com.au](mailto:training@informa.com.au) to find out more.

## OUR EXPERT COURSE FACULTY



**Dr Cyril Jankoff**, Consultant – Commercial Contracts & Procurement

Over the last 30 + years Cyril has worked as an external solicitor, in-house counsel as well as an accountant and financial controller. He also worked as the Australia and Oceania manager for a division of a global listed UK global publishing company.

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Cyril's Doctorate is in business improvement and the necessary continuing professional development of the organisation's managers and advisers. He has taught accounting, finance and law to executives and university undergraduate and post graduate students for over 30 years. Until recently he lectured in Contract Law on a part-time basis at a law school. He has for many years been closely involved with the International Association for Contract and Commercial Management (IACCM) and is on their International Advisory Council.

## WHAT OUR CLIENTS SAY

*"I gained more knowledge from this course than any other I have attended previously. I learned how to produce better contracts and agreements with additional new concepts to protect company interests. Trainer has a very polite manner, good knowledge, good source and combining the training material with interactive activities so we can participate directly into the training session."*  
Superintendent, Contracts Operations, **PT Freeport Indonesia**

*"I learnt how to apply risk management principles through the project and contract life-cycle. The instructor has a very approachable and relaxed demeanour."*  
Contracts Manager, **Brisbane City Council**

*"Good experience and was able to relate theory to practical examples. Experience was relevant to my line of work."*  
Commercial Manager, **Transport for NSW**

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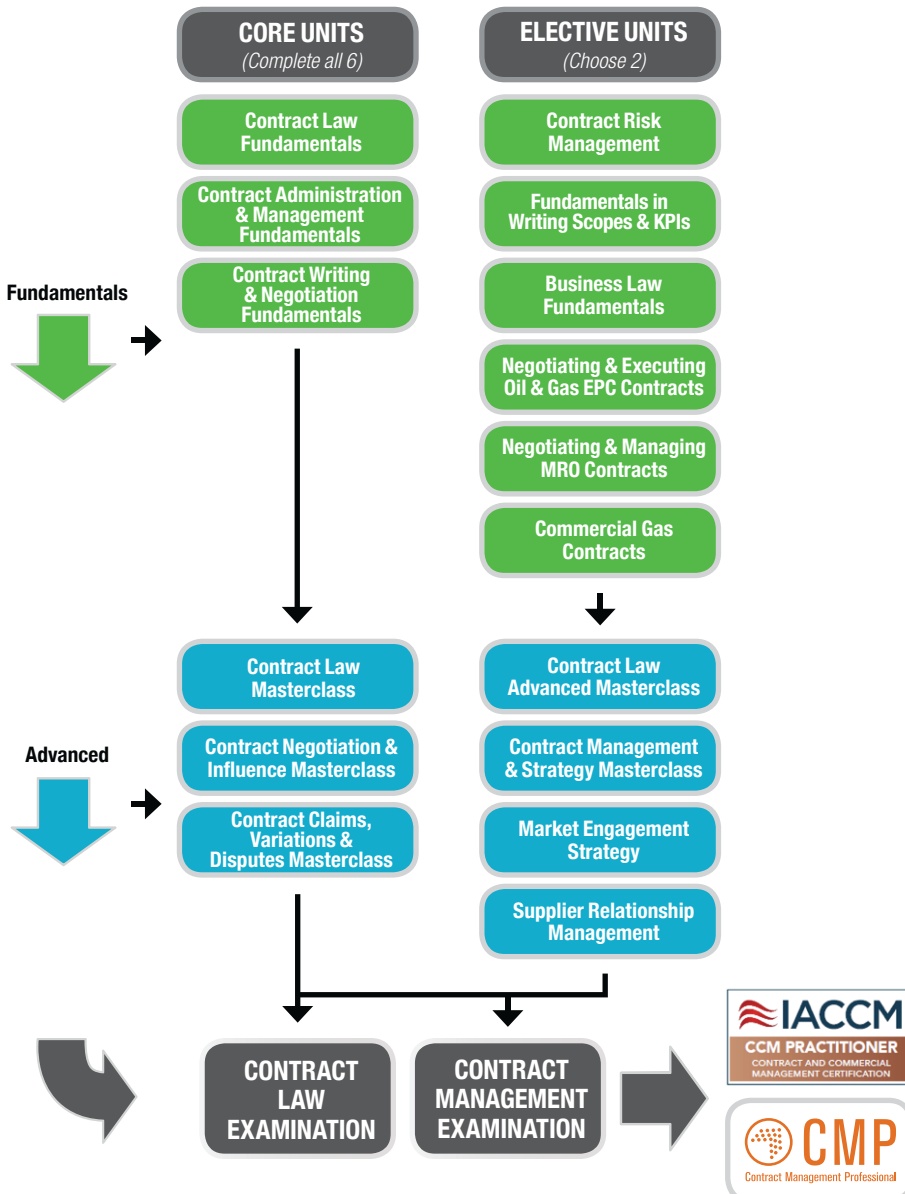
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## THE CMP CERTIFICATION FRAMEWORK

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 IACCM.

Contact us to see how we can help you:

Visit [www.informa.com.au/training](http://www.informa.com.au/training), email [training@informa.com.au](mailto:training@informa.com.au) or phone +61 (02) 9080 4395



Informa Corporate Learning is a Learning Partner of the International Association for Contract and Commercial Management (IACCM), which promotes the international standards and practices for defining and managing trading relationships.

### 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](http://www.iibt.wa.edu.au)

### THE IIBT / INFORMA CORPORATE LEARNING ALLIANCE

IIBT and Informa Corporate Learning 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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## 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.

## Would You Like To Run This Course On-Site?

### Informa Corporate Learning: On-site & Customised Training

If you have **8+** interested people, an onsite course can be an ideal solution. Speak with **Anton Long** on **+61 481 995 653** or **Holly Baldwin** on **+61 450 866 597** to discuss your customised learning solution, or email [training@informa.com.au](mailto:training@informa.com.au)



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## Easy Ways to Register

**1 Web**  
www.informa.com.au/contractriskmanagement

**2 Telephone**  
+61 (02) 9080 4395

**3 Email**  
training@informa.com.au

## Contract Risk Management

| Course Codes | Location  | Course Dates | Super Early Bird price valid until<br>ME - 13 Aug 21<br>SY - 13 Aug 21 |                   | Early Bird price valid until<br>ME - 10 Sep 21<br>SY - 10 Sep 21 |                   | Standard price valid after<br>ME - 10 Sep 21<br>SY - 10 Sep 21 |                   | 4+ Dels Discount       |                   |
|--------------|-----------|--------------|--|-------------------|--|-------------------|--|-------------------|------------------------|-------------------|
|              |           |              |  |                   |  |                   |  |                   |                        |                   |
| P21GL40ME    | Melbourne | 20-21 Sep 21 | \$2,595 + \$259.50 GST   | <b>\$2,854.50</b> | \$2,895 + \$289.50 GST   | <b>\$3,184.50</b> | \$2,995 + \$299.50 GST   | <b>\$3,294.50</b> | \$2,316 + \$231.60 GST | <b>\$2,547.60</b> |
| P21GL40SY    | Sydney    | 23-24 Sep 21 | \$2,595 + \$259.50 GST   | <b>\$2,854.50</b> | \$2,895 + \$289.50 GST   | <b>\$3,184.50</b> | \$2,995 + \$299.50 GST   | <b>\$3,294.50</b> | \$2,316 + \$231.60 GST | <b>\$2,547.60</b> |

### Privacy Policy & Updating your Details:

Please visit us online at [www.informa.com.au/privacy](http://www.informa.com.au/privacy) for a full privacy policy. Database amendments can be sent to [database@informa.com.au](mailto:database@informa.com.au) or phone **+61 (0) 2 9080 4017. ABN: 66 086 268 313**

### Informa Corporate Learning – On-site & Customised Training

Informa Corporate Learning 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 Corporate Learning?

- 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.

### Our Long Standing Clients Include:

ActewAGL, Ajilon, Ambulance Victoria,, ANU, Arrow Energy, Australian Super, Barrick, BHP, Chevron Australia, Coffey International, ConocoPhillips, CSIRO, Dalrymple Bay Coal Terminal, Department of Education, Department of Planning, Electricity Generating Authority of Thailand (EGAT), ENI Australia, EY, Fortescue Metals Group, Health Purchasing Victoria, IBM, IP Australia, Jemena, Litmus Group, Metro Trains, Office of the National Rail Safety Regulator, Origin Energy, Pacific National, PT Freeport, Public Transport Authority – WA, QGC – BG Group, Queensland Rail, Rio Tinto, Romgaz, SA, South Australia Health, Telstra, Transport & Infrastructure, UBS, Woodside and more...

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