

MASTERING CONTRACT CLAIMS MANAGEMENT

Scenario-based Learning for Real-life Application

2-Day Practical Training Program



Key Learnings

Build your understanding of the contract claims management process step-by-step, focusing on the key elements that drive contract success.

This course equips participants with essential skills in contract claims management, focusing on handling contract variations, claims, and key contractual elements that drive change in contracts.

Through practical exercises and case studies, participants will learn best practices for managing contract claims, variations and associated documentation.

Addressing Real-World Contractual Challenges in:



Handling Claims for Additional Maintenance Work



Managing Variations in Strategic Procurement Items

Contract Claims Management: The Change Management Perspective

Strategic Decision-Making:

Empower participants to make informed decisions in complex contract claim scenarios.

Contractual Insights:

Deep dive into managing claims, variations, scope changes, time adjustments, and design alterations.

Frameworks and Case Studies:

Use analytical frameworks & real-world case studies to drive procurement strategies & long-term performance.



21

Brief Case Studies

3

Advanced Team Simulation Exercises

9

Key Contractual Elements

10

Modules

Meet the Course Author and Director



Lan Srinivasan Indian New Zealander

Qualified CA AU & NZ, MFM, London Business School and IMD Switzerland

Lan, an Indian New Zealander, is a highly qualified and accomplished senior executive in finance and strategy. With a remarkable 30-year career in global multinational corporations like Shell, Lan has managed claims and variations for numerous strategic contracts.

His extensive global journey has taken him through diverse regions, including the UK, Australia, New Zealand, Japan, South Korea, China, Germany, Greece, North America, Canada, Nigeria, and the Middle East.



Your Learning Journey

Module		Topic Coverage	Case Studies and Exercises	Technical & Soft Skills Acquired
Day 1	Introduction to Contract Claims Management	<ul style="list-style-type: none"> Welcome and Introduction to Contract Claims Management Overview of program objectives and structure. Introduction to participants and trainers. 		<ul style="list-style-type: none"> Contract Claims Management Contract Variation Management Management of Key Contractual Elements Contractual Risk Mitigation Regulatory and Compliance Integration Comprehensive Claims Documentation & Record-Keeping Handling Warranty Management and Insurance Liability Negotiation Skills Problem-Solving Stakeholder Management Attention to Detail Adaptability
	Change Management in the Context of Contract Management	<ul style="list-style-type: none"> Impact of Change on Contracts Key Insights and Takeaways 	<ul style="list-style-type: none"> Case Study #1 Case Study #2 Case Study #3 	
	Managing Key Contractual Elements - Pt 1	<ul style="list-style-type: none"> Managing Tender Fees Managing Tender Bonds Managing Performance Bonds 	<ul style="list-style-type: none"> Case Study #4 Case Study #5 	
	Types of Contract Variations	<ul style="list-style-type: none"> Understanding Scope Variation Understanding Time Variation Understanding Cost Variation Understanding Quality Variation 	<ul style="list-style-type: none"> Case Study #6 Case Study #7 Case Study #8 Case Study #9 	
	Causes of Contract Variations	<ul style="list-style-type: none"> Impact of Design Changes Impact of Regulatory or Compliance Requirements Navigating Stakeholder Request Challenges with Unforeseen Circumstances 	<ul style="list-style-type: none"> Case Study #10 Case Study #11 Case Study #12 Case Study #13 	
	Managing Key Contractual Elements - Pt 2	<ul style="list-style-type: none"> Managing Advanced Payment Bonds Managing Liquidated Damages Managing Demurrage 	<ul style="list-style-type: none"> Case Study #14 Case Study #15 Case Study #16 	
Day 2	Navigating Contract Variations	<ul style="list-style-type: none"> Best Practice Contract Variation Process 	<ul style="list-style-type: none"> Case Study #17 	
	Navigating Contract Claims	<ul style="list-style-type: none"> Best Practice Contract Claims Process 	<ul style="list-style-type: none"> Case Study #18 	
	Managing Key Contractual Elements - Pt 3	<ul style="list-style-type: none"> Managing Force Majeure Managing Warranty Issues Managing Insurance and Liabilities (including types) 	<ul style="list-style-type: none"> Case Study #19 Case Study #20 Case Study #21 	
	Ensuring Compliance: Contract Documentation for Claims and Variations	<ul style="list-style-type: none"> Contract Documentation Compliance for Claims and Variations Checklist 	<ul style="list-style-type: none"> Simulation Exercise #1 	
	Team Simulation Exercises	<ul style="list-style-type: none"> Managing Variations in Strategic Procurement Items Handling Claims for Additional Maintenance Work 	<ul style="list-style-type: none"> Simulation Exercise #2 Simulation Exercise #3 	



Start Your Learning Journey Now

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