

Contracts and Collaboration

Introduction

The aim of this 2 day course is to broaden the debate in terms of collaborative working, the relationship with effective collaboration and whether behaviours drive the contract or the contract drives behaviours. In today's litigation culture in the business environment the reliance on contracts has become prolific to the extent that frequently innovation has been subordinated by policy, regulation and legislation. It has created a culture where often what may be common sense has been deflected to the extent that it drives what may be considered "contracting for failure". In this atmosphere there is frequently a perception that collaborative working is not compatible with the contracting ethos and compliance to process and policy places outcomes as a secondary consideration.

Benefits to your Organisation

Establishing the right commercial platform on which to create a collaborative relationship is critical to the probability of a successful outcome. What differentiates collaborative contracting from more traditional contracting models is the extent to which the ethos of collaboration is reinforced by the agreed contracting mechanisms.

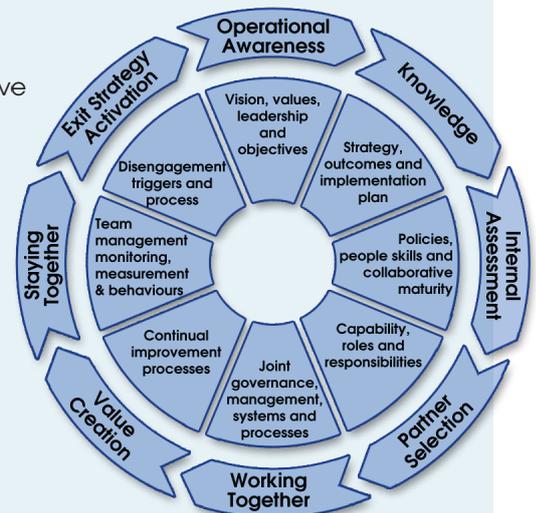
This two day interactive course explores the challenges of collaborative working environments and the balancing of contractual risk allocation and fostering the right behaviours.

Upon completion of the course delegates will:

- Understand the importance of creating a positive commercial and legal framework that aligns the incentives of the the contracting parties.
- Understand the basis of 'principles based agreements' and relationship contracting models.
- Be familiar with a range of contracting forms and models to support their contracting strategy selection decisions.
- Be equipped with tools to measure performance and behavioural outputs to drive positive outcomes.

Who Should Attend

Individuals involved in the development and implementation of business strategies that are underpinned by the aspiration to work on a collaborative basis. The material is also relevant to project/contract managers and senior leaders responsible for the management of key partner relationships.



Course Structure

The elements of the course will cover key elements of how Collaboration and contracts can work together to underpin collaborative working.

- The role of contracts and the positive and negative impacts of how contracts are utilised
- The importance of establishing strategic imperatives and the crucial role of the business case
- Working towards building and environment for collaboration
- Building the right engagement approach
- Establishing the appropriate governance
- Focusing on Value, Managing outcomes and Meeting obligations



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Principal Tutor

Further Information

Fee for up to 12 delegates: **£1500** + VAT per delegate

For further details please email training@icw.uk.com or call **+44(0)203 051 1077**

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