

# Contracts and Collaboration Course

## Two day course

The challenge for collaborative programme is frequently the potential conflict between collaborative principles and contracting terms. Contracts and collaboration can work in tandem but need to be carefully constructed to ensure they are mutually supportive. This course focuses on assessing the appropriate form of contract model from Alliance agreements through to individual collaborative contracts and the integration of concepts such as Relational contracting.



### What will I learn?

Upon completion of the course delegates will be:

- Able to inform the contracting and procurement strategies to support business cases
- Familiar with a range of contracting forms and models to support their contracting strategy selection decisions
- Equipped with tools to measure performance and behavioural outputs to drive positive outcomes



### How will I benefit?

Upon completion of the course delegates will:

- Understand the importance of creating a positive commercial and legal framework that aligns the incentives of the contracting parties in order to create a collaborative environment throughout the whole contract management life cycle
- Understand the basis of 'principles based agreements' and



### 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.

## Our knowledge

We don't just train you to meet standards – we create them. As the world's first National Standards Body and a founding member of ISO, no one knows standards like BSI. Our expert knowledge means a lot and when you train with us, you benefit from this expertise.

**Our tutors** The tutors are the best in the business. As experienced and senior business executives, they'll transfer the knowledge you need to embed standards into your organization and develop them through continual improvement.

## Our approach

Our high impact accelerated learning approach is proven to fast-track learning by improving knowledge retention and skill application. This course is activity based, resulting in a deeper understanding of material and greater impact on job performance.

## Your expertise

Our training courses will give you the knowledge and skills to embed the standards that matter to you the most. To promote your professional development, you'll receive a personalized BSI Training Academy certificate that's recognized worldwide.

### Course Delivery

This course is delivered in collaboration with the Institute of Collaborative Working

Book today by visiting [bsigroup.com/training](https://bsigroup.com/training)

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