



CONTRACT NEGOTIATION FOR GENERAL CONTRACTORS

Course Syllabus

SESSION 1: PLACING YOUR FOOTERS (THE FOUNDATION OF GREAT NEGOTIATION)

- Drawing Your Lines
- Rule #1
- The Three Tactical Changes Necessary for Strategic Success
- The Structure of a Winning Conversation
- Strategic Empathy

SESSION 2: THE HIDDEN POWER OF THEMES

- Introduction to Themes
- The Theme of Control
- The Theme of Notice
- The Theme of Proportionality
- The Theme of Objectivity
- The Negotiation Call
- Subcontract Agreement Themes

SESSION 3: REDUCING LEGAL RISK

- Relationship-Based Negotiation
- The Fishbone
- Due Diligence
- Deviation & Discrepancy

SESSION 4: CONTINUED MISSION-CRITICAL NEGOTIATIONS BY TERM

- Indemnification
- Force Majeure
- Termination
- Questions of Authority
- Scope of Work & Project Schedule
- Notice

SESSION 5: REDUCING OPERATIONAL & PROJECT RISK

- Changes in the Work
- Warranty
- Payment
- Damages
- Supply Chain/Price Escalation
- Course Conclusion