



CONTRACT NEGOTIATION FOR SUBCONTRACTORS

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

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

SESSION 3: REDUCING LEGAL RISK

- The Fishbone
- Due Diligence
- Deviation & Discrepancy
- Indemnification
- Risk of Loss
- Force Majeure

SESSION 4: REDUCING OPERATIONAL & FINANCIAL RISK

- Questions of Authority
- Critical Operational Questions
- Changes in the Work
- Warranty
- Payment
- Damages
- Supply Chain/Price Escalation
- Course Conclusion