



## E-LEARNING

100% online. May include pre-recorded session, live streaming/webinar and discussion forum, where applicable.

### ONLINE LEARNING VIA WEBINAR:

**DATE:** 21 & 22 Jul 2021

**TIME:** 9.00am to 5.30pm

**DELIVERY MODE:** e-Learning via webinar and BCAA Learning Management System (LMS)

**FEE** (incl of GST): S\$750.00

### TARGET AUDIENCE

Architects, Engineers, Quantity Surveyors, Builders, Project Directors / Managers, Contracts Managers / Administrators and all stakeholders in the built environment who are involved or will be involved in construction contracts.

### AWARD

e-Certificate of Attendance (e-COA) will be awarded to participants who meet the attendance requirement.

### CPD POINTS

**PEB:** -

**SISV:** -

# Construction Contract Procurement & Negotiation

## INTRODUCTION

Procurement is a process of acquiring a construction project. Selecting a suitable procurement strategy in consideration of the client's objectives is a key to the success of any construction project. Building upon the procurement strategy adopted, good negotiation skill is required to achieve a fair construction contract. This 2-day course aims to provide an understanding of the processes and methodologies in managing effective contract procurement and negotiation.

## OBJECTIVES

At the end of the programme, participants should be able to:

- Examine the areas of processes and methodologies in construction contract procurement
- Understand how to develop successful procurement strategies
- Learn and apply effective negotiation skills in construction contracts
- Appreciate crucial elements in successful negotiation for construction disputes

## CONTENTS

### DAY 1

#### Procurement Contracts

- Principles of Construction Procurement
- Factors that affect the suitability of contract used
- Types of contract selected
- Standard Forms

#### Procurement Strategies

- Steps to take to devise a procurement strategy
- Identify a suitable procurement strategy
- Developing an effective procurement strategy
- Conditions of procurement strategy
- Document strategy

#### Construction Procurement Methods

- Typical construction procurement methods
  - Lump Sum
  - Design and Build
- Forms of Management

#### Considerations for Successful Procurement Strategies

- Advantages and Disadvantages of Procurement methods
- Planning Process

- Benefits of establishing/developing a strategy
- Deploying the Plan

### DAY 2

#### Negotiation

- Introduction to Negotiation
- Communication during Negotiation
- The Art of Negotiation

#### Common Terms negotiated in Construction Contracts

- Common points that are usually negotiated in construction contracts
- Negotiating Variation Orders

#### The Do's and Don't of Negotiation

- Points to take note (things to do and not do) during negotiations
- Stages of Negotiation
- Traits of Successful Negotiators

#### Negotiating Construction Disputes

- Why one should negotiate a dispute
- The Process of Negotiation in a Dispute
- Crucial Elements in Negotiating a Dispute

## LECTURER

**ANIL CHANGAROTH** is a Mediator, Adjudicator and Arbitrator (Fellow of the Chartered and Singapore and Philippines Institutes of Arbitrators), Adjudicator (Asian International Arbitration Centre), Advocate & Solicitor of Singapore and Solicitor of England & Wales.

He is the Managing Director (and General Counsel) of ChangAroth InterNational Consultancy and ChangAroth Chambers LLC. Anil has been in practice since 1995, qualified a Barrister of England and Wales (Middle Temple). He also practiced with the international arbitration practice group of an international law firm and as General Counsel and Director of Davis Langdon & Seah (now in the Arcadis Group)'s Contract Advisory and Dispute Management division. The Chambers focuses on Building, Construction and Infrastructure work and most aspects of Commercial, Civil, Criminal and Corporate Front End Advisory work and Appropriate Dispute Resolution Services. Conversant in Mandarin, Malay, Malayalam and Tamil besides English, the Chambers represent parties in the region and is part of the pioneer batch of legal practitioners on the Singapore Academy of Law's Future Law Innovation Programme (FLIP) and recognised as the Singapore Law Society's SmartLaw (legal technology) practice.



## REGISTRATION

To register, please log into our Online StoreFront (OSF) at <https://eservices.bcaa.edu.sg/registration/#/> Login or scan QRcode and search for course code **79089**