

Contract management in projects and business



MPGP-16 2 Days (14 Hours)

Description

Business managers or project managers are often confused by legal issues and the associated legal risks. However, the majority of problems encountered on a project or a business find their cause in the drafting of the contract. Most of these difficulties could be avoided thanks to appropriate contractual wording. The objective of this project legal training is to enable project managers to anticipate the legal risks that may arise from the start of a case and to communicate effectively with their legal department.

Who is this training for ?

For whom

Director, project manager, project manager. Business manager, business engineer. Project participant and actor in charge of legal compliance. Head of department supervising project teams or project managers.

Prerequisites

Aucune

Training objectives

- Master the principles and applicable texts.
- Avoid the legal pitfalls of contracts.
- Work effectively with your legal advisor.
- Participate in the drafting of a contract.

Training program

Intégrer le contrat dans le cycle du projet ou de l'affaire

- The deal cycle.
- Situate the contract management activities in the deal or project cycle.

La préparation des contrats

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- Pre-contracts: letter of intent, M.
- O.
- U.
- Value of contractual exchanges (email, fax , simple letter...).
- Distinction between private contracts and public contracts.
- Scenario Exercise: comparison of CGV/CGA.

Les éléments clés de la construction d'un contrat L'objet. L'obligation de moyen/l'obligation de résultat.

- The price and its revision methods.
- Transfer of ownership/risks.
- Confidentiality/force majeure.
- The applicable law and the competent court.
- Scenario Exercises: obligation of means and obligation of result.
- - Identify the clauses with legal risks.

Maîtriser les risques liés aux acteurs du contrat

- The case of subcontracting (Project owner/subcontractor).
- The case of co-contracting (joint GME, joint GME).

Les points juridiques à surveiller sur le contrat

- Intellectual property.
- Deposits, financial guarantees, penalties.
- Choose the incoterms.
- Scenario Exercise: identify the clauses at legal risk.

Les litiges

- How to avoid them? the transaction.
- Incur the civil liability of the co-contractor.
- Identify the criminal risk: offense of bargaining; concealed work.