

CONTRACT MANAGEMENT IN THE TRANSFORMER INDUSTRY

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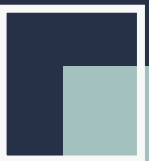




Chris Gerber
The author and presenter

CHRIS GERBER

The author and presenter is Chris Gerber, a proven project manager and a former Transformer OEM CEO with noticeable experience in transformer contracts. He has worked for and cooperated with some of the most noticeable transformer utilities in Africa, the Middle East and Europe, as well as with several transformer manufacturers in Europe over the last 15 years. His practical experience offers a unique reflection on the world of project and contract management in the transformer industry. He is a former university lecturer in business management and holds degrees from the University of Pretoria (South Africa) and the VUB in Brussels, Belgium. Mr. Gerber is also the author of several published articles on the transformer industry.





Unique course

WHAT MAKES THIS COURSE UNIQUE

This course represents contract management explained in plain and simple language. Introduction to the basic principles of contract law as enforced in the transformer manufacturing will be given, aiming to ensure a basic insight and understanding for non-legal staff. Intermediate and master's level on this topic will develop the concepts and greater knowledge base, and require greater input and interaction from the attendees.

THE COURSE IS INTENDED FOR:

- project and contract managers and support staff
- sales executives and staff
- procurement managers and staff
- technical managers and staff
- engineering managers and support staff
- financial managers and support staff

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INTRODUCTORY / BASIC LEVEL



E-LESSON #1

- What is a contract? The definition of elementary and founding concepts.
- What does a contract mean in law? Contract law explained.
- What are the elements of a contract? 7 essential elements

E-LESSON #2

- Types of contracts found in the transformer industry. Contract law examples.
- The transformer supply contract. What does it entail?
- Stakeholders in the contract formulation, negotiation and conclusion process within the transformer industry.

E-LESSON #3

- Contract management and risks
- Default and breach
- Warrantees and guarantees
- Contract conclusion and termination

INTERMEDIATE LEVEL

E-LESSON #1

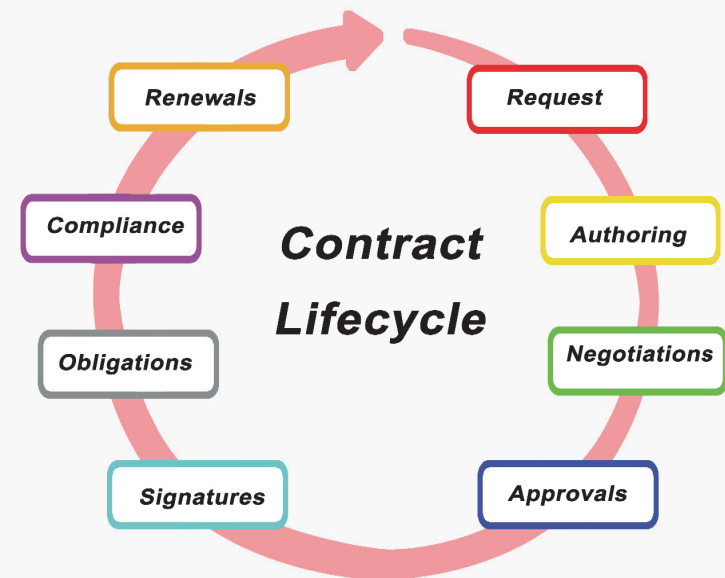
- What is contract management? The definition and basics.
- What is the role and responsibility of a contract manager?
- Fundamentals of contract management

E-LESSON #2

- Why is contract management important?
- What does contract management involve?

E-LESSON #3

- Contract management – Best practices
- Contract management lifecycle



MASTER'S LEVEL

E-LESSON #1

- Contract management implementation
- The link between contract management and project management

E-LESSON #2

- A proactive and activity-based approach to managing a contract

E-LESSON #3

- What does project management entail?
- Cost, time and quality as project management drivers

E-LESSON #4

- The synergies between project management and contract management planning, implementation and execution
- Risk and the management thereof. Strategies for the contract manager.





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