



# Construction Contracting Strategy and Governance Course

9 – 13 August 2027  
Athens

## Construction Contracting Strategy and Governance Course

**Ref:** 513\_140412 **Date:** 9 – 13 August 2027 **Location:** Athens **Fees:** 7500 Euro

### Overview

Construction Contracting Strategy and Governance Course is a five-day intermediate course for commercial, engineering, procurement, and project teams who leave with a Construction Contracting Governance Pack. Participants connect contracting strategy, procurement routes, contract selection, risk allocation, tender governance, award controls, implementation roles, payment, change, claims prevention, performance, completion, and lessons learned. Agile Leaders Training Center presents construction contracting governance through decision gates, registers, reviews, and accountable records.

### Who Should Attend

- Teams responsible for construction contracting strategies and procurement routes
- Teams responsible for tender governance, evaluation, negotiation, and award records
- Teams responsible for commercial, contractual, engineering, and delivery interfaces
- Teams responsible for payment, changes, risk allocation, and claims prevention
- Leaders responsible for contract performance, completion, and lessons learned

The course assumes participants work with construction procurement or contract decisions; it leaves out legal drafting, jurisdiction-specific advice, detailed estimating, and routine site-document administration.

### Departments and Industries

The course supports construction contracting governance across capital-project sectors.

- Building, infrastructure, utilities, and industrial construction
- Procurement, contracts, commercial, and supply-chain functions
- Engineering consultancy, project management, and client teams
- Property development, facilities investment, and asset upgrades
- Finance, risk, governance, and project-controls functions

### Learning Objectives

By the end of this course, participants will be able to:

- Analyze project needs to select a contracting strategy
- Compare procurement routes, contract structures, and risk allocation
- Apply tender and award governance controls
- Evaluate payment, change, performance, and claims-warning records
- Build completion and lessons-learned governance

- Build a Construction Contracting Governance Pack

## **Course Agenda**

### **Day 1: Contracting Strategy and Governance**

- Project Objectives and Contracting-Strategy Alignment Map
- Procurement Route and Market-Engagement Decision Matrix
- Contract Structure, Pricing Basis, and Delivery-Model Comparison
- Governance Roles, Delegated Authority, and Decision-Gate Chart
- Contracting Risk Appetite and Control-Objective Register

### **Day 2: Risk Allocation Tender and Award**

- Construction Risk Allocation and Ownership Matrix
- Tender Package Completeness and Interface Checklist
- Bid Evaluation, Clarification, and Reservation Log
- Negotiation Mandate and Commercial-Decision Record
- Award Recommendation, Approval, and Handover File

### **Day 3: Implementation Payment and Performance**

- Contract Mobilization and Responsibility Confirmation Plan
- Notice, Communication, and Escalation Route Map
- Payment Mechanism and Commercial-Control Schedule
- Performance Indicator and Contract-Obligation Dashboard
- Supplier Review, Recovery Action, and Decision Register

### **Day 4: Change Claims and Completion Governance**

- Change Initiation, Authority, and Variation-Control Workflow
- Time, Cost, Scope, and Risk Impact Assessment Sheet
- Claims-Cause, Early-Warning, and Evidence-Readiness Checklist
- Issue Escalation and Dispute-Avoidance Decision Tree
- Completion, Acceptance, Closeout, and Release Control Plan

### **Day 5: Construction Contracting Governance Practice**

- Exercise: Select a Procurement Route and Contract Structure
- Exercise: Allocate Risks and Review a Tender Decision
- Exercise: Diagnose Payment, Change, and Performance Signals
- Exercise: Plan Completion and Capture Contract Lessons
- Capstone Exercise: Construction Contracting Governance Pack

## Practical Exercises

The course uses suggested activities to practice construction contracting decisions across the lifecycle.

- Suggested activity: compare delivery models and pricing bases against project objectives, market conditions, and risk appetite.
- Suggested activity: review a tender decision trail for authority, consistency, clarifications, reservations, and approval evidence.
- Suggested activity: connect payment, change, performance, and early-warning records to governance decisions.
- Suggested activity: prepare a closeout review with outstanding obligations, releases, results, and lessons for future contracts.

## FAQs

### **Who suits the Construction Contracting Strategy and Governance Course, and what does it assume?**

It suits commercial, procurement, engineering, and project professionals who already contribute to construction contract decisions and need a lifecycle governance view.

### **How does construction contracting governance differ from construction administration training?**

Construction contracting governance shapes strategy, procurement, risk allocation, tender, award, performance, and closeout decisions, while construction administration focuses on post-award site records and communications.

### **How does contracting strategy influence construction risk allocation?**

Contracting strategy determines how delivery responsibilities, pricing exposure, interfaces, authority, incentives, and specified risks are distributed and governed among the parties.

### **What records support construction tender and award governance?**

Tender and award governance relies on approved criteria, clarifications, evaluation evidence, reservations, negotiation mandates, conflict controls, recommendations, approvals, and a controlled handover file.

### **How can construction contract governance help prevent claims?**

Construction contract governance reduces avoidable ambiguity by clarifying authority, notices, responsibilities, change routes, payment mechanisms, records, escalation, and early-warning actions.



## Conclusion

Participants take back a Construction Contracting Governance Pack linking strategy, procurement, contract structure, risk allocation, tender, award, implementation, payment, change, performance, claims prevention, completion, and lessons learned. The pack creates a repeatable decision trail across the contract lifecycle. It supports accountable contracting without replacing legal advice, detailed estimating, or project-specific approvals.