



CASE STUDY

Fast Facts

Objectives

Design an On-site Training course that improves contract risk management, delivered at different levels ranging from introductory to advanced in four jurisdictions.

Course

- Trainers covered 96 1-day events over a period of two years.
- Training was adapted and delivered to different cultures from four different European jurisdictions.

Outcomes achieved

Identification of high risk areas and new strategies for driving improvements with suppliers.

Cost efficiencies by improving the contract processes.

Contract risk management training for an international engineering company

Challenge

A world leading international engineering company with manufacturing centres in several countries was looking to improve its contract management procedures. Central Law Training had frequent meetings abroad with the client's in-house lawyers and procurement executives from four jurisdictions. There were two major issues the company wanted to resolve both often occurring through email exchanges:

1. The need to reduce the risk of contract managers inadvertently agreeing to contract terms changes which meant that suppliers could charge more
2. An understanding of intellectual property so that rights would not be inadvertently infringed.

Solution

The On-Site Training team at Central Law Training recruited Helen Swaffield as the presenter for the course. Helen has vast experience delivering contract training to non-lawyers in corporate organisations. Not only is Helen a barrister with 20 years' experience in commercial litigation, she also speaks regularly on conferences, courses and webinars for Central Law Training, both on the public and On-Site Training programme. The bespoke training was developed over a short period of time, with contact facilitated between the client and Helen by Central Law Training's On-Site Training team, to produce the perfectly tailored programme of courses matched to the client's business, culture and methodologies. The training was designed, written and then proof read by the client's lawyers and incorporated their T&Cs with a detailed knowledge of their manufacturing process.

Result and Benefits

A two-day course in Contract Management delivered at different levels ranging from Introductory to Advanced in four jurisdictions. Due to the high demand for the training, Central Law Training put together a team of bi-lingual trainers to cover all 96 events over a period of two years. The training was attended by engineer managers and procurement managers. Using case studies, the training was delivered to small groups via interactive sessions based on the company's own internal contracts. This was also adapted to different cultures as the training was delivered to delegates from four different European jurisdictions. By running the course on the client's premises, the On-Site Training team at Central Law Training were able to reduce costs for the client on travel and accommodation expenses, and minimise downtime.

We can achieve the same results for you – whatever your training needs.

Please contact our specialist On-site Training team to discuss your requirements.

Tel: 0207 566 8235 or Email: cltonsite@clt.co.uk



In the spotlight

Helen Swaffield is a barrister with 20 years' experience in commercial litigation.

Within her practice at Contract Law Chambers, London, Helen works with government bodies and leading firms of solicitors on a range of commercial and in-house projects and advice. Helen is the Editor of the Commercial Litigation Journal and the Procurement and Outsourcing Journal, both published by Legalease, and a regular legal commentator and broadcaster.

Helen is one of our many expert trainers. Our On-site Training Team ensures that the perfect trainer is selected for your training.

How On-site Training can benefit your organisation:

Tailored learning

Can be fully tailored to meet your firm's exact requirements. Our team will help you decide on both the overall topics covered as well as the finer details.

Cost-effectiveness

Four or more people attending? On-site Training can be cheaper than booking a public training course.

Confidentiality

Opportunity to cover potentially sensitive subjects that you would not be able to discuss on a public course.

Expertly delivered

Central Law Training will hand-pick from a large number of highly experienced legal experts and skills and management training professionals to match the culture and requirements of your firm.

Flexibility

You decide the best date for you and your preferred location.

Ongoing development

Our dedicated On-site team are highly experienced in developing ongoing training programmes to ensure our clients continue to grow and meet the requirements of the SRA's continuing competence regime.

What is On-site Training?

On-site Training gives you the opportunity to design the learning solution that will meet your firm's unique requirements.

Our dedicated team will work closely with you from an initial consultation to help identify your training objectives, through to evaluating the success of your bespoke training when completed.

During the development process our team will consult with you on all aspects of your training, from selecting the perfect speaker and tailoring the course content to suit your firm, to ensuring the course is pitched at the right level and deciding on any specific course materials. Plus, you decide when and where your training takes place!

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