



Australian Government
Department of Industry,
Innovation and Science

Business
Entrepreneurs' Programme

CONTRACT MANAGEMENT STRATEGIES FOR SMES

This is a presentation to demonstrate and educate participants on the importance of implementing a sound contract management and engagement processes with suppliers and customers alike.

Case studies will be presented to demonstrate the value implications of getting your Contract Management strategy right, and what the financial / business impact can be if you get it wrong.

This **free** workshop will cover:

- Contract formation – including identifying key terms and requirements
- Negotiating with difficult counterparties
- Avoiding pitfalls
- Spotting problems early
- Undoing / Ending the contract
- Legal options – including costs / time / risk assessment
- Alternative Dispute Resolution processes
- Examples of when things go wrong

For more information on this workshop, please contact Greg Ward on 0419 002 410.

REGISTER HERE

The Entrepreneurs' Programme is the Australian Government's flagship initiative for business competitiveness and productivity. It forms part of the Government's National Innovation and Science Agenda. The Programme uses experienced Advisers and Facilitators, drawn from industry, to ensure businesses get the advice and support they need to improve their competitiveness, productivity and to maximize their growth potential. For more information go to www.business.gov.au/EP.

EVENT DETAILS

3 JUNE 2019

Deloitte Melbourne
Level 9
550 Bourke Street
Melbourne VIC 3000

9:30am - 12noon

PRESENTER

Dr Gregory Ward

Deloitte.

