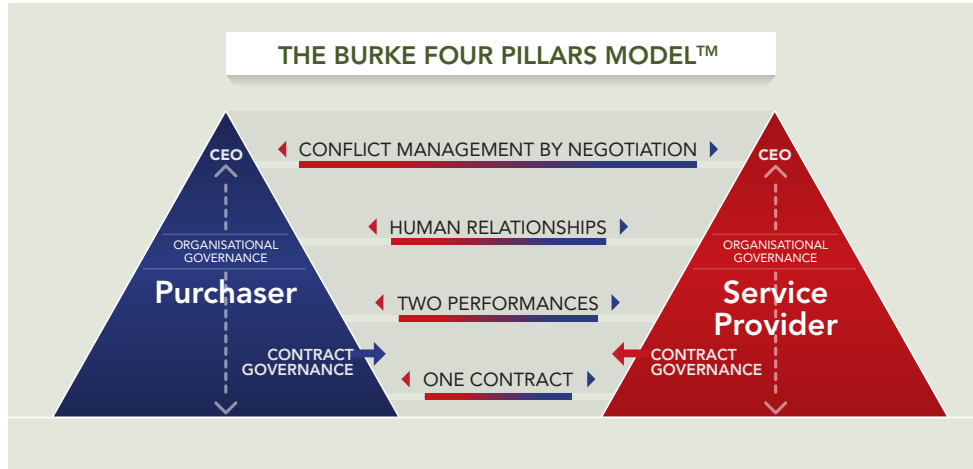


# What Is Contract Governance

## HOW IT WORKS AND WHY



Optimal organisational performance for service providers and purchasers requires successful management of contractual relationships. This requires a professional contract governance model applicable across a broad range of contract relationships.

Organisational management theory and practice has not produced such a model.

**The Burke Four Pillars Model™** is designed to fill this important gap in management thinking.

Melbourne • Canberra • Sydney • Brisbane • Perth

### The benefits of this contract governance model include:

- **One** contract governance **model** for service provider and purchaser
- **Lower transaction costs** in contract relationships for both parties
- Better contract and organisational **performance**
- **Integration** of contract governance with organisational governance
- Identification of the **skills, tools** and **systems** required for contract governance
- Emphasis on **co-operative behaviour** and how to achieve it in contract relationships
- Emphasis on **interests** (not legal rights) driven model for negotiation in contract disputes
- Improves organisational governance

# PROGRAM CONTENT

## **ORGANISATIONAL PERFORMANCE – THE GOAL FOR SERVICE PROVIDER AND PURCHASER IN CONTRACT RELATIONSHIPS**

## **ORGANISATIONAL PERFORMANCE, ORGANISATIONAL GOVERNANCE AND CONTRACT GOVERNANCE – INTEGRATION CHALLENGES FACING SERVICE PROVIDERS AND PURCHASERS**

## **THE CONTRACTING PROCESS ANALYSED – THE TWO GAME THEORY**

- Dysfunctionality in the contracting process
- Procurement and organisational governance
- How contract governance differs from procurement
- How contract governance works

## **THE BURKE FOUR PILLARS MODEL™ EXPLAINED**

## **CONTRACT DOCUMENTS, CONTRACT LAW, LAWYERS & THE LEGAL PROCESS**

- The contract as a planning document
- The contract documentation process and content
- The use and role of law and lawyers in contract relationships (post contract)
- The contract and its uncertain legal environment
- The limits of legal enforceability, legal process and lawyers in dealing with problems in contract governance

## **PERFORMANCE MANAGEMENT, PERFORMANCE MONITORING AND MEASUREMENT**

- Monitoring, measuring and managing performance
- Different types of contract performance measurement structures
- Limitations on performance measurement tools in contracts
- How do you get the performance you want?

## **RELATIONSHIP MANAGEMENT: DEVELOPING CO-OPERATIVE BEHAVIOUR IN CONTRACT RELATIONSHIPS**

- Understanding relationship management
- The kind of interpersonal relationships you need in contracts
- A model for relationship management in contract relationships

## **NEGOTIATION: CONFLICT MANAGEMENT IN CONTRACT RELATIONSHIPS**

- 'Procurement' negotiation v. contract governance negotiation
- Why differences naturally arise in contract relationships
- The types of differences in contract relationships
- A model for negotiation in contract relationships

## PROGRAM DATES:

Melbourne: 1 & 2 March 2012

Brisbane: 16 & 17 April 2012

Canberra: 26 & 27 March 2012

Perth: 17 & 18 May 2012

Sydney: 2 & 3 April 2012

## WHO SHOULD ATTEND

- Purchaser and service provider personnel involved in the function of contract governance from all levels of organisational management, from senior executives to junior personnel.
- All purchaser and service provider personnel involved in the creation of contract relationships, i.e. documentation and contract signing.
- Lawyers interested in the contract governance function and wishing to improve their ability to add value to contract governance.
- Human Resource personnel interested in learning about the skills needed for contract governance.

## IN HOUSE CUSTOMISATION AND DELIVERY

We frequently customise and deliver this program in house for purchasers and service providers, either individually or often together.

Many benefits flow from this including:

- One model for both parties
- Ability to focus on integration of contract governance with corporate governance of the parties
- Application of The Model in the context of a specific contract relationship

## CPLi CONTRACT GOVERNANCE CONSULTING

In addition to contract governance education programs, CPLi provides contract governance consulting services focused on making contract relationships work efficiently.

## PROGRAM LEADER

**Terence Burke B.A., LL.B., B.C.L.**

Terence is principal of CPLi Consulting, a specialist firm providing services to public and private sector organisations in the creation and governance of contractual relationships.

# REGISTRATION FORM

## WHAT CONTRACT GOVERNANCE IS HOW IT WORKS AND WHY

**Melbourne:** 1 & 2 March 2012  
**Canberra:** 26 & 27 March 2012  
**Sydney:** 2 & 3 April 2012  
**Brisbane:** 16 & 17 April 2012  
**Perth:** 17 & 18 May 2012

### Melbourne: Stamford Plaza Hotel

111 Little Collins Street, Melbourne, VIC 3000 Tel: (03) 9659 1000 Fax: (03) 9659 0999

### Canberra: Crown Plaza Hotel

1 Binara Street, Canberra ACT 2601 Tel: (02) 6247 8999 Fax: (02) 6257 3182

### Sydney: Holiday Inn Potts Point

203 Victoria Street, Potts Point NSW 2011 Tel: (02) 9368 4000 Fax: (02) 9380 0202

### Brisbane: Stamford Plaza Hotel

Cnr Edward & Margaret Streets, Brisbane QLD 4000 Tel: (07) 3221 1999  
Fax: (07) 3221 6895

### Perth: Duxton Hotel

Duxton Hotel, 1 St Georges Terrace, Perth WA 6000 Tel: 08 9261 8000 Fax: 08 9261 8038

Name: \_\_\_\_\_

Position: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

Postcode: \_\_\_\_\_

Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

All enquiries and registration forms to:

**CPLI Pty Limited** ABN 40 003 146 325

Suite 4.05, 46a Macleay Street  
Potts Point NSW 2011

Tel: (02) 9360 1844 Fax: (02) 9356 8844

Email: [info@cpli.com.au](mailto:info@cpli.com.au) [www.cpli.com.au](http://www.cpli.com.au)

I wish to attend:

Melbourne  Canberra

Sydney  Brisbane  Perth

**Fee:** \$2300 incl. GST each delegate

A separate 10% discount applies for the second and subsequent attendee registering at the same time from the same organisation.

I wish to claim early registration discount

### PAYMENT REQUIRED WITH REGISTRATION

Please make cheques payable to CPLI Pty Limited, OR please charge the following credit card.

VISA  MASTERCARD  AMEX

Card number: \_\_\_\_\_

Cardholder's name: \_\_\_\_\_

Signature: \_\_\_\_\_

Expiry date: \_\_\_\_\_

Fees are payable in advance. Confirmation of registration will be sent automatically. Fees include documentation, lunch and refreshments.

**CANCELLATION:** If unable to attend, a substitute delegate is accepted without extra charge. Cancellations received in writing 14 days or more prior to the event will be fully reimbursed. Cancellations received in writing 13-7 days prior to the event will receive 50% reimbursement of the registration fee paid. After this date, fees are not refundable. CPLI reserves the right at any time and without prior notice to change the venue/speakers or program from that described in this brochure. CPLI also reserves the right at its absolute discretion and without further liability to cancel this program in which event all fees paid will be refunded. CPLI 344