



SCANDINAVIAN ACADEMY
For Training and Development

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Course: Resolving Contractual Claims and Disputes

Code	City	Hotel	Start	End	Price	Language - Hours
349	Zagreb (Croatia)	Hotel Meeting	2025-09-01	2025-09-05	4950 €	En - 25

Program Objectives

By the end of the program, participants will be able to:

- Identify and avoid causes for contractual claims and change orders.
- Recognize the different types of claims and how to prevent and/or deal with each type.
- Apply, through actual situations, the different approaches to claims handling including Alternative Dispute Resolution (ADR) and litigation.
- Practice and discuss, through a project, all aspects of handling and resolving contractual claims and change orders.

This Program is designed for

All those involved in implementing contracts and handling claims and change orders; also those involved in any step of contract preparation/ administration for them to appreciate the importance of a well prepared contract

Program Outline

Why Claims Occur - The Red Flags

- Situations Causing Costly Claims
- Contractor Practices that Cause Claims
- Owner Practices that Cause Claims



- Causes Associated with: Contract Documents, Contract Awards, Contract Administration and Claim Settlement Procedures and Practices

Contractors Objectives

- Profits
- Fair and Unfair Practices
- Keeping Records

Contracts in Progress

- Avoiding Problems
- Know Your Contract
- General and Special Terms

Claims

- Nature of Claims
- Types of Claims
- Claims Process

Quantification of Damages

- Types of Damages
- Liquidated Damages
- Actual Damages
- Other Considerations

Dispute Resolution

- Negotiation
- Arbitration
- Litigation



- Alternative Dispute Resolution (ADR)

Case Study

- Factual Background of the Project
- The Project Events
- Discussion of the Project; Problems and Responsibilities



The Scandinavian Academy for Training and Development employs modern methods in training and skills development, enhancing the efficiency of human resource development. We follow these practices:

- **Theoretical Lectures:**

- We deliver knowledge through advanced presentations such as PowerPoint and visual materials, including videos and short films.

- **Scientific Assessment:**

- We evaluate trainees skills before and after the course to ensure their progress.

- **Brainstorming and Interaction:**

- We encourage active participation through brainstorming sessions and applying concepts through role play.

- **Practical Cases:**

- We provide practical cases that align with the scientific content and the participants specific needs.

- **Examinations:**

- Tests are conducted at the end of the program to assess knowledge retention.

- **Educational Materials:**

- We provide both printed and digital scientific and practical materials to participants.

- **Attendance and Final Result Reports:**

- We prepare detailed attendance reports for participants and offer a comprehensive program evaluation.

- **Professionals and Experts:**

- The programs scientific content is prepared by the best professors and trainers in various fields.

- **Professional Completion Certificate:**

- Participants receive a professional completion certificate issued by the Scandinavian Academy for Training and Development in the Kingdom of Sweden, with the option for international authentication.

- **Program Timings:**

- Training programs are held from 10:00 AM to 2:00 PM and include coffee break sessions during lectures.