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COURSE BROCHURE

Advanced Construction Contracting Excellence Training Course

27 June – 8 July 2027
Doha

Advanced Construction Contracting Excellence Training Course

Ref: 133_3502 **Date:** 27 June – 8 July 2027 **Location:** Doha **Fees:** 11700 GBP

Advanced Construction Contracting Excellence is a 2-week training course for contractor commercial managers, bid managers and senior quantity surveyors, built around one work product: a tender-to-final-account commercial control plan for a live project. Thin margins, volatile input costs and tighter payment terms now decide whether a contractor's order book turns into profit or into stretched cash. Jupiter Prime Training delivers this course on construction contracting excellence from the contractor's side of the table.

Why Construction Contracting Excellence Matters Now

Three forces shape construction contracting excellence today: clients transferring more design and ground risk through standard forms, supply chains exposed to price swings in steel, cement and fuel, and lenders watching contractor cash conversion closely. A contractor that prices risk deliberately, procures subcontracts on matching terms and certifies value promptly protects margin and reputation; one that does not wins work it cannot afford to build. The course rests on the main standard form families, the International Federation of Consulting Engineers FIDIC suite, the New Engineering Contract NEC and the Joint Contracts Tribunal JCT forms, read from the contractor's commercial position.

Who Gains Most from Construction Contracting Excellence

- Bid and tender leads who own go or no-go decisions and the pricing of risk allowances
- Commercial managers accountable for project margin, cost value reconciliation and forecasting
- Senior quantity surveyors who prepare interim payment applications and value change
- Procurement leads who let and administer subcontract packages and supply orders
- Project directors who balance programme pressure against the commercial position

Contractor commercial departments gain most when bid, commercial and procurement leads attend together and align one view of risk from tender to settlement.

Construction Contracting Excellence Capabilities

Participants move from reacting to client paperwork to steering each commercial decision between tender submission and final account.

- Assess tender documents for risk transfer, ambiguity and pricing opportunity — the bid or no-bid decision
- Calculate risk allowances, contingency and margin from priced risk registers — board tender approval
- Design subcontract packages with back-to-back terms and retention — procurement leads and site teams
- Build cost value reconciliations and cash-flow forecasts — finance directors and lenders
- Apply payment notices and change mechanisms to protect entitlement — the project commercial team
- Communicate final account positions with evidence and a negotiation strategy — client quantity surveyors

Key Construction Contracting Excellence Terms

- Bill of Quantities — a priced list of measured work items that forms the basis of tender pricing and interim valuation.
- Cost Value Reconciliation — a periodic comparison of cost incurred with value earned that reveals true project margin and forecast outturn.
- Back-to-Back Subcontract — a subcontract whose risk, payment and notice terms mirror the main contract so the contractor holds no unmatched exposure.
- Retention — a percentage withheld from each payment as security for defects, released in stages at completion and after the defects period.
- Interim Payment Application — the contractor's periodic claim for work done, materials on site and agreed change, submitted under the contract timetable.
- Final Account — the agreed statement of the total contract sum once all variations, claims and adjustments are settled.

Construction Contracting Excellence Day by Day

Day 1: The Contractor's Commercial Landscape

- Contractor Business Models and Margin Structures — Choosing Where to Compete
- Standard Form Families FIDIC, NEC and JCT — Reading Risk Allocation Quickly
- Design-Bid-Build and Design and Build Routes — Matching Route to Capability
- Market Price Volatility Indicators — Timing Bids and Supply Commitments
- Client and Lender Expectations — Positioning the Contractor as a Bankable Partner

Day 2: Bid Strategy and Go or No-Go Decisions

- Opportunity Qualification Scorecards — Committing Bid Budget to Winnable Work
- Competitor and Client Intelligence — Shaping Win Themes and Price Position
- Tender Document Risk Review — Flagging Onerous Clauses Before Pricing Begins
- Clarifications and Tender Qualifications — Limiting Exposure Without Risking Rejection
- Bid Approval Gates — Securing Board Sign-Off at Each Stage

Day 3: Estimating Methods and Price Build-Up

- Operational and Unit Rate Estimating — Building Credible Direct Cost
- Resource Productivity Norms — Testing Labour and Plant Output Assumptions
- Preliminaries and Site Overheads Build-Up — Pricing Time-Related Costs Accurately
- Supplier and Subcontractor Quotation Analysis — Selecting Which Prices to Carry
- Estimate Challenge Meetings — Testing Assumptions Before Tender Adjudication

Day 4: Pricing Commercial Risk

- Priced Risk Registers — Converting Threats into Monetary Allowances
- Monte Carlo Cost Simulation — Setting Contingency at a Chosen Confidence Level
- Fluctuation and Price Adjustment Provisions — Protecting Margin Against Input Swings
- Ground, Design and Interface Risk — Deciding What to Price or Exclude
- Tender Adjudication and Margin Setting — Balancing Win Probability Against Return

Day 5: Subcontract Procurement and Supply Chain

- Work Package Breakdown — Defining Scope Boundaries Between Trade Contractors
- Back-to-Back Subcontract Terms — Passing Down Main Contract Risk Fairly
- Subcontractor Prequalification and Financial Checks — Avoiding Supply Chain Failure
- Subcontract Tender Comparison — Awarding on Value Rather Than Lowest Price
- Framework and Preferred Supplier Agreements — Securing Capacity and Price Stability

Day 6: Cash Flow and Payment Control

- Cash-Flow S-Curves and Forecasts — Funding Work Without Overdraft Strain
- Interim Payment Applications — Maximising Certified Value Each Period
- Payment and Pay-Less Notices — Protecting Entitlement Under the Contract Timetable
- Retention, Bonds and Advance Payments — Managing Security and Working Capital
- Subcontractor Payment Cycles — Aligning Outflows With Certified Income

Day 7: Cost Value Reconciliation and Forecasting

- Cost Value Reconciliation Method — Revealing True Margin Each Month
- Accruals and Committed Cost Tracking — Exposing Hidden Liabilities Early
- Earned Value Indicators for Contractors — Linking Progress to Commercial Outturn
- Forecast Final Cost Reporting — Informing Board Profit Recognition Decisions
- Margin Erosion Root-Cause Review — Targeting Corrective Commercial Action

Day 8: Change, Variations and Entitlement

- Change Control Procedures — Capturing Instructions Before Work Proceeds
- Variation Valuation Rules — Choosing Contract Rates or Fair Valuation
- Early Warning and Notice Discipline — Preserving Time and Money Entitlement
- Contemporaneous Records Strategy — Evidencing Cost and Delay Events Reliably
- Subcontract Change Flow-Down — Keeping Upstream and Downstream Positions Aligned

Day 9: Final Account and Commercial Close-Out

- Final Account Preparation — Consolidating Measured Work, Variations and Claims
- Negotiation Planning and Settlement Ranges — Setting Walk-Away Positions
- Defects Period and Retention Release — Closing Residual Liabilities Efficiently
- Subcontract Final Accounts — Settling the Supply Chain Before the Main Account
- Commercial Lessons Learned Review — Feeding Outcomes Back Into Future Bids

Day 10: Practising the Commercial Control Plan

- Tender Risk Review on a Case Project — Applying Bid Qualification Skills
- Priced Risk and Margin Model — Rehearsing Adjudication on Live Figures
- Cash-Flow and Cost Value Reconciliation Exercise — Testing Monthly Reporting
- Final Account Negotiation Role-Play — Defending Entitlement With Evidence
- Tender-to-Final-Account Commercial Control Plan — Completing the Contractor Work Product

Applying Construction Contracting Excellence After the Course

- Lead a priced risk review on the next live tender, using Monte Carlo contingency setting and the adjudication checklist practised during the course.
- Run a cost value reconciliation on one current project and present the forecast final cost and cash position to the project director.

Construction Contracting Excellence Questions FAQ

What is construction contracting excellence and why does it matter now?

Construction contracting excellence is the contractor's discipline of pricing, procuring, valuing and settling work so that margin and cash survive the project. It matters now because clients pass more risk down through standard forms while input prices and payment terms squeeze contractor balance sheets.

Which roles gain most from construction contracting excellence training?

Bid managers, commercial managers, senior quantity surveyors and subcontract procurement leads gain most. Each holds one link of the contractor's commercial chain, and the training connects their decisions from tender risk review through payment control to final account settlement.

How does construction contracting excellence differ from a construction contract law course?

Construction contracting excellence focuses on commercial decisions rather than legal doctrine. A contract law course examines interpretation, liability and dispute forums, whereas construction contracting excellence works on bid strategy, estimating, risk pricing, subcontract procurement, cash flow and final accounts from the contractor's side.

What do you bring back from construction contracting excellence training?

You bring back a tender-to-final-account commercial control plan for a live project, together with priced risk, cash-flow and cost value reconciliation methods that your commercial team can reuse on the next bid and the next monthly report.

Construction Contracting Excellence: The Way Forward

The tender-to-final-account commercial control plan first informs the bid or no-bid decision on the next opportunity, then guides monthly cost value reconciliation and payment applications once work starts. Bid managers, commercial managers and procurement leads share it as one reference. After its first use, revisit how risk allowances compared with actual cost and adjust pricing assumptions before the following tender.