



## **External Training Course**

### **NextGen EPC Contracts: Risk, Compliance & Strategic Management**

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**From 20 Oct. To 24 Oct. 2025**  
**From 03 Nov. To 07 Nov. 2025**  
**From 15 Dec. To 19 Dec. 2025**  
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**External Training Course:**

**NextGen EPC Contracts: Risk, Compliance & Strategic Management**

**From 20 Oct. To 24 Oct. 2025**

**Fees: 1850 KD**

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**Course Overview**

This advanced 5-day training course delivers a comprehensive and modern approach to EPC (Engineering, Procurement, and Construction) contract management, focusing on strategic risk allocation, international compliance, and advanced project governance. EPC projects are becoming increasingly complex, cross-border, and high-risk. This program equips participants with the skills to effectively draft, negotiate, manage, and enforce EPC contracts in line with the latest international standards (FIDIC, NEC, ICC, World Bank). Through a combination of expert insights, real-world case studies, and practical workshops, participants will gain the capability to minimize risks, ensure compliance, and achieve successful project outcomes. Key focus areas include:

- EPC Contract Fundamentals and NextGen Frameworks.
- Strategic Risk Allocation and Mitigation.
- Global Compliance and Governance in EPC Contracts.
- Contract Administration and Performance Management.
- Claims, Disputes, and Resolution Mechanisms.
- Advanced Negotiation & Emerging Trends in EPC.

**Course Objectives**

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

- Understand and apply NextGen EPC contract structures and clauses.
- Strategically allocate and manage contractual risks and responsibilities.
- Ensure compliance with international legal and regulatory frameworks.
- Manage time, cost, and quality obligations in EPC contracts.
- Handle claims, variations, and disputes effectively.
- Develop negotiation strategies that achieve balanced and sustainable contracts.
- Apply lessons from global EPC case studies to real-world projects.
- Anticipate the impact of digitalization, AI, and ESG standards on EPC contracting.

### **Target Audience**

This course is designed for professionals and leaders involved in large-scale EPC projects, including:

- Project Directors, Managers & Engineers.
- EPC Contract Managers & Administrators.
- Procurement & Supply Chain Professionals.
- Legal Advisors & In-House Counsel.
- Risk, Compliance & Audit Professionals.
- Finance & Commercial Managers.
- EPC Contractors, Subcontractors & Consultants.
- Executives in Oil & Gas, Power, Infrastructure & Industrial Projects.

### **Training Methodology**

Expert-led presentations with international best practices.

Interactive case studies from global EPC projects.

Practical contract drafting and negotiation workshops.

Claims preparation and dispute resolution simulations.

Group exercises and facilitated discussions.

Use of sample EPC contracts and templates.

### **Organizational Impact**

**Organizations will benefit through:**

- Reduced exposure to costly claims and disputes.
- Stronger compliance with global EPC standards and governance.
- Improved cost, time, and quality outcomes in project delivery.
- Enhanced contractor–client collaboration and trust.
- Stronger cross-departmental coordination between legal, technical, and commercial teams.
- Building long-term in-house expertise in EPC contract management.

### **Personal Impact**

**Participants will:**

- Gain advanced expertise in risk, compliance, and EPC strategy.
- Strengthen negotiation, drafting, and dispute resolution skills.
- Build confidence in managing complex international contracts.
- Improve ability to foresee and prevent disputes.
- Increase their professional value and career progression opportunities.
- Earn a prestigious certification in NextGen EPC Contract Management.

### **Course Outline**

#### **Day 1: EPC Fundamentals & NextGen Frameworks**

- Evolution of EPC Contracts – From Traditional to NextGen.
- EPC vs. EPCM vs. Turnkey Contracting Models.
- Roles and Responsibilities of Key Stakeholders.
- International EPC Frameworks: FIDIC, NEC, ICC, World Bank.
- Contract Lifecycle Overview (Tendering → Execution → Close-Out).
- Case Study: Lessons Learned from EPC Mega-Projects.

#### **Day 2: Risk Allocation & Strategic Responsibilities**

- EPC Risk Categories: Technical, Financial, Legal, Political, ESG.
- Employer vs. Contractor Obligations.
- Force Majeure, Change in Law & Unforeseen Risks.
- Performance Guarantees, Bonds, Warranties, Liquidated Damages.
- Insurance Structures in EPC Projects (CAR, PI, Third Party, Marine, etc.).
- Workshop: Drafting and Negotiating Risk Allocation Clauses.

#### **Day 3: Compliance & Contract Administration**

- International Compliance Frameworks (HSE, ESG, Anti-Bribery, Local Content).
- Best Practices in Contract Administration.
- Time Management & Extensions of Time (EOTs).
- Managing Variations & Change Orders.
- Payment Mechanisms (Lump Sum, Milestone, Cost-Reimbursable).
- Cost Control & Budget Oversight.
- Subcontractor and Supply Chain Management.
- Case Study: Compliance Challenges in Global EPC Projects.

#### **Day 4: Claims, Disputes & Resolution Mechanisms**

- Types of Claims in EPC Projects (Delay, Disruption, Acceleration).
- Preparing and Substantiating Claims (Records, Notices, Documentation).
- Employer vs. Contractor Claims.
- Dispute Avoidance and Early Resolution Strategies.
- Arbitration, Litigation, and ADR in EPC Disputes.
- Role of Dispute Adjudication Boards (DABs/DAABs).
- Workshop: Preparing and Defending EPC Claims.

#### **Day 5: Strategic Management, Negotiation & Future Trends**

- Negotiation Principles for NextGen EPC Contracts.
- Drafting and Reviewing Critical Clauses.
- Best Practices for Contract Closing & Knowledge Transfer.
- Emerging Trends: Digital EPC, AI in Contract Management, ESG Requirements.
- Group Simulation: End-to-End EPC Contract Negotiation & Dispute Case.
- Final Assessment and Certification Ceremony.

### Course Details & Agenda:

#### 1<sup>st</sup> Day Agenda

8.30	9.00	Opening Remarks (30 Min.).
9.00	11.00	<u>Discuss the main points of the training course:</u> <ul style="list-style-type: none"> <li>• EPC Fundamentals &amp; NextGen Frameworks.</li> <li>• Risk Allocation &amp; Strategic Responsibilities.</li> <li>• Compliance &amp; Contract Administration.</li> <li>• Claims, Disputes &amp; Resolution Mechanisms.</li> <li>• Strategic Management, Negotiation &amp; Future Trends.</li> </ul>
11.00	11.30	Coffee Break
11.30	13.45	<u>EPC Fundamentals &amp; NextGen Frameworks:</u> <ul style="list-style-type: none"> <li>• Evolution of EPC Contracts – From Traditional to NextGen.</li> <li>• EPC vs. EPCM vs. Turnkey Contracting Models.</li> <li>• Roles and Responsibilities of Key Stakeholders.</li> <li>• International EPC Frameworks: FIDIC, NEC, ICC, World Bank.</li> <li>• Contract Lifecycle Overview (Tendering → Execution → Close-Out).</li> <li>• Case Study: Lessons Learned from EPC Mega-Projects.</li> </ul>
13.45	14.00	Questions and Discussion
14.00		Buffet Lunch

#### 2<sup>nd</sup> Day Agenda

9.00	11.00	<u>Risk Allocation &amp; Strategic Responsibilities:</u> <ul style="list-style-type: none"> <li>• EPC Risk Categories: Technical, Financial, Legal, Political, ESG.</li> <li>• Employer vs. Contractor Obligations.</li> <li>• Force Majeure, Change in Law &amp; Unforeseen Risks.</li> </ul>
11.00	11.30	Coffee Break
11.30	13.45	<u>Risk Allocation &amp; Strategic Responsibilities:</u> <ul style="list-style-type: none"> <li>• Performance Guarantees, Bonds, Warranties, Liquidated Damages.</li> <li>• Insurance Structures in EPC Projects (CAR, PI, Third Party, Marine, etc.).</li> <li>• Workshop: Drafting and Negotiating Risk Allocation Clauses.</li> </ul>
13.45	14.00	Questions and Discussion
14.00		Buffet Lunch

### 3<sup>rd</sup> Day Agenda

9.00	11.00	<u>Compliance &amp; Contract Administration:</u> <ul style="list-style-type: none"> <li>• International Compliance Frameworks (HSE, ESG, Anti-Bribery, Local Content).</li> <li>• Best Practices in Contract Administration.</li> <li>• Time Management &amp; Extensions of Time (EOTs).</li> <li>• Managing Variations &amp; Change Orders.</li> </ul>
11.00	11.30	Coffee Break
11.30	13.45	<u>Compliance &amp; Contract Administration:</u> <ul style="list-style-type: none"> <li>• Payment Mechanisms (Lump Sum, Milestone, Cost-Reimbursable).</li> <li>• Cost Control &amp; Budget Oversight.</li> <li>• Subcontractor and Supply Chain Management.</li> <li>• Case Study: Compliance Challenges in Global EPC Projects.</li> </ul>
13.45	14.00	Questions and Discussion
14.00		Buffet Lunch

### 4<sup>th</sup> Day Agenda

9.00	11.00	<u>Claims, Disputes &amp; Resolution Mechanisms:</u> <ul style="list-style-type: none"> <li>• Types of Claims in EPC Projects (Delay, Disruption, Acceleration).</li> <li>• Preparing and Substantiating Claims (Records, Notices, Documentation).</li> <li>• Employer vs. Contractor Claims.</li> <li>• Dispute Avoidance and Early Resolution Strategies.</li> </ul>
11.00	11.30	Coffee Break
11.30	13.45	<u>Claims, Disputes &amp; Resolution Mechanisms:</u> <ul style="list-style-type: none"> <li>• Arbitration, Litigation, and ADR in EPC Disputes.</li> <li>• Role of Dispute Adjudication Boards (DABs/DAABs).</li> <li>• Workshop: Preparing and Defending EPC Claims.</li> </ul>
13.45	14.00	Questions and Discussion
14.00		Buffet Lunch

### 5<sup>th</sup> Day Agenda

9.00	11.00	<u>Strategic Management, Negotiation &amp; Future Trends:</u> <ul style="list-style-type: none"> <li>• Negotiation Principles for NextGen EPC Contracts.</li> <li>• Drafting and Reviewing Critical Clauses.</li> <li>• Best Practices for Contract Closing &amp; Knowledge Transfer.</li> </ul>
11.00	11.30	Coffee Break
11.30	13.45	<u>Strategic Management, Negotiation &amp; Future Trends:</u> <ul style="list-style-type: none"> <li>• Emerging Trends: Digital EPC, AI in Contract Management, ESG Requirements.</li> <li>• Group Simulation: End-to-End EPC Contract Negotiation &amp; Dispute Case.</li> <li>• Final Assessment and Certification Ceremony.</li> </ul>
13.45	14.00	Questions and Discussion
14.00		Buffet Lunch