aractech
Global Learning for Operational Leaders



CONTRACTS MANAGEMENT | CON-040

Partnering and Collaborative Contracting

Contact

+31 85 7444446
info@aractech.com
https://aractech.com

Address

Waarderweg 50, 2031 BP Haarlem - Netherlands.

aractech
Global Learning for Operational Leaders

Course content

Why Attend

Traditional adversarial contracting often leads to disputes, defensive behaviour and poor outcomes for everyone involved. Partnering and collaborative contracting approaches aim to align the interests of clients, contractors, consultants and suppliers so that they work together to solve problems, share risk and reward fairly and deliver better value.

This Partnering and Collaborative Contracting training course explains how collaborative models work in practice and how to make them succeed. Participants learn about partnering charters and principles, collaborative contract forms, early warning and joint risk management, target cost and pain-gain mechanisms, alliancing, governance structures, behaviours and trust, and how to measure the success of collaboration.

Course Methodology

• The course uses case studies of successful and unsuccessful collaborative projects, collaborative contract extracts and team exercises. Participants develop a partnering charter, design a pain-gain mechanism, run a joint risk workshop and practise collaborative problem solving in a simulated project scenario.

Course Objectives

• Explain the principles and benefits of collaborative contracting

• Compare partnering, frameworks and alliancing models

• Understand collaborative contract forms and key mechanisms

• Apply early warning and joint risk management processes

• Design target cost and pain-gain share arrangements

• Establish governance structures for collaborative relationships

Target Audience

• Client project directors and sponsors

• Contract and commercial managers

Global Learning for Operational Leaders

Course content

- Contractor and consultant directors
- Project managers on collaborative projects

aractech
Global Learning for Operational Leaders

Course outline

Detailed course outline

Day-by-day outline for Partnering and Collaborative Contracting.

Day 1 - Why Collaboration Matters

- 09:00-09:34 | Problems with adversarial contracting
- 09:34-10:08 | Principles of partnering and collaboration
- 10:08-10:42 | Evidence of benefits from collaborative projects
- 10:42-11:00 | When collaborative approaches are appropriate
- 11:00-11:30 | Coffee break
- 11:30-11:46 | When collaborative approaches are appropriate (continued)
- 11:46-12:20 | Common reasons collaboration fails
- 12:20-12:53 | Client leadership in collaborative contracting
- 12:53-14:00 | Exercise: assessing readiness for collaboration

Day 2 - Collaborative Models and Contracts

- 09:00-09:34 | Project partnering and partnering charters
- 09:34-10:08 | Strategic partnering and long-term frameworks
- 10:08-10:42 | Alliancing and integrated project delivery
- 10:42-11:00 | Collaborative standard contract forms in overview
- 11:00-11:30 | Coffee break
- 11:30-11:46 | Collaborative standard contract forms in overview (continued)
- 11:46-12:20 | Early contractor involvement and two-stage processes
- 12:20-12:53 | Selecting partners on behaviours and capability
- 12:53-14:00 | Workshop: drafting a partnering charter

aractech
Global Learning for Operational Leaders

Course outline

Detailed course outline

Day-by-day outline for Partnering and Collaborative Contracting.

Day 3 - Risk, Reward and Incentives

- 09:00-09:30 | Joint risk registers and risk reduction meetings
- 09:30-10:00 | Early warning mechanisms and their use
- 10:00-10:30 | Target cost contracts explained
- 10:30-11:00 | Designing pain-gain share mechanisms
- 11:00-11:30 | Coffee break
- 11:30-12:00 | Designing pain-gain share mechanisms (continued)
- 12:00-12:30 | Key performance indicators and incentive payments
- 12:30-13:00 | Open book accounting and cost transparency
- 13:00-14:00 | Exercise: designing a pain-gain share arrangement

Day 4 - Governance and Behaviours

- 09:00-09:30 | Collaborative governance boards and roles
- 09:30-10:00 | Integrated teams and co-location
- 10:00-11:00 | Building trust and psychological safety
- 11:00-11:30 | Coffee break
- 11:30-12:00 | Collaborative problem solving and decision making
- 12:00-12:30 | Handling conflict within collaborative relationships
- 12:30-13:00 | Leadership behaviours that support collaboration
- 13:00-14:00 | Simulation: solving a project problem collaboratively

aractech
Global Learning for Operational Leaders

Course outline

Detailed course outline

Day-by-day outline for Partnering and Collaborative Contracting.

Day 5 - Measuring and Sustaining Collaboration

- 09:00-09:39 | Measuring collaboration and relationship health
- 09:39-10:18 | Continuous improvement within partnerships
- 10:18-10:57 | Sharing lessons across projects and programmes
- 10:57-11:00 | Managing change in partner organisations
- 11:00-11:30 | Coffee break
- 11:30-12:06 | Managing change in partner organisations (continued)
- 12:06-12:44 | Ending or renewing collaborative relationships
- 12:44-13:22 | Collaborative business relationship standards in overview
- 13:22-14:00 | Personal action plan for collaborative contracting

aractech
Global Learning for Operational Leaders

Seminar dates

Available seminar dates

Live dates and pricing for Partnering and Collaborative Contracting generated from the course details page.

Date	Location	Format	Fee
14 - 18 December 2026	London	Classroom	**€2,915**
21 - 25 December 2026	Barcelona	Classroom	**€2,275**
7 - 11 December 2026	Frankfurt	Classroom	**€2,175**
25 - 29 January 2027	London	Classroom	**€2,915**
4 - 8 January 2027	Barcelona	Classroom	**€2,275**
11 - 15 January 2027	Frankfurt	Classroom	**€2,175**
18 - 22 January 2027	Cape Town	Classroom	**€1,825**
1 - 5 February 2027	London	Classroom	**€2,915**
8 - 12 February 2027	Barcelona	Classroom	**€2,275**
15 - 19 February 2027	Frankfurt	Classroom	**€2,175**

aractech
Global Learning for Operational Leaders

Seminar dates

Available seminar dates

Live dates and pricing for Partnering and Collaborative Contracting generated from the course details page.

Date	Location	Format	Fee
22 - 26 February 2027	Dubai	Classroom	**€2,845**
8 - 12 March 2027	London	Classroom	**€2,915**
15 - 19 March 2027	Barcelona	Classroom	**€2,275**
22 - 26 March 2027	Frankfurt	Classroom	**€2,175**
1 - 5 March 2027	Geneva	Classroom	**€3,315**
19 - 23 April 2027	London	Classroom	**€2,915**
26 - 30 April 2027	Barcelona	Classroom	**€2,275**
5 - 9 April 2027	Frankfurt	Classroom	**€2,175**
12 - 16 April 2027	Istanbul	Classroom	**€2,825**
24 - 28 May 2027	London	Classroom	**€2,915**

aractech
Global Learning for Operational Leaders

Seminar dates

Available seminar dates

Live dates and pricing for Partnering and Collaborative Contracting generated from the course details page.

Date	Location	Format	Fee
3 - 7 May 2027	Barcelona	Classroom	**€2,275**
10 - 14 May 2027	Frankfurt	Classroom	**€2,175**
17 - 21 May 2027	Kuala lumpur	Classroom	**€2,425**
14 - 18 June 2027	London	Classroom	**€2,915**
21 - 25 June 2027	Barcelona	Classroom	**€2,275**
7 - 11 June 2027	Frankfurt	Classroom	**€2,175**
12 - 16 July 2027	London	Classroom	**€2,915**
19 - 23 July 2027	Barcelona	Classroom	**€2,275**
26 - 30 July 2027	Frankfurt	Classroom	**€2,175**
5 - 9 July 2027	Munich	Classroom	**€2,425**

aractech
Global Learning for Operational Leaders

Seminar dates

Available seminar dates

Live dates and pricing for Partnering and Collaborative Contracting generated from the course details page.

Date	Location	Format	Fee
16 - 20 August 2027	London	Classroom	**€2,915**
23 - 27 August 2027	Barcelona	Classroom	**€2,275**
2 - 6 August 2027	Frankfurt	Classroom	**€2,175**
9 - 13 August 2027	Paris	Classroom	**€2,810**
13 - 17 September 2027	London	Classroom	**€2,915**
20 - 24 September 2027	Barcelona	Classroom	**€2,275**
6 - 10 September 2027	Frankfurt	Classroom	**€2,175**
4 - 8 October 2027	London	Classroom	**€2,915**
11 - 15 October 2027	Barcelona	Classroom	**€2,275**
18 - 22 October 2027	Frankfurt	Classroom	**€2,175**

aractech
Global Learning for Operational Leaders

Seminar dates

Available seminar dates

Live dates and pricing for Partnering and Collaborative Contracting generated from the course details page.

Date	Location	Format	Fee
25 - 29 October 2027	Vienna	Classroom	**€3,425**
8 - 12 November 2027	London	Classroom	**€2,915**
15 - 19 November 2027	Barcelona	Classroom	**€2,275**
22 - 26 November 2027	Frankfurt	Classroom	**€2,175**
1 - 5 November 2027	Amsterdam	Classroom	**€3,215**
20 - 24 December 2027	London	Classroom	**€2,915**
27 - 31 December 2027	Barcelona	Classroom	**€2,275**
6 - 10 December 2027	Frankfurt	Classroom	**€2,175**
13 - 17 December 2027	Cape Town	Classroom	**€1,825**
14 - 18 December 2026	Online / Live	Online / Live	**€1,625**

aractech
Global Learning for Operational Leaders

Seminar dates

Available seminar dates

Live dates and pricing for Partnering and Collaborative Contracting generated from the course details page.

Date	Location	Format	Fee
21 - 25 December 2026	Online / Live	Online / Live	**€1,625**
7 - 11 December 2026	Online / Live	Online / Live	**€1,625**
25 - 29 January 2027	Online / Live	Online / Live	**€1,625**
4 - 8 January 2027	Online / Live	Online / Live	**€1,625**
11 - 15 January 2027	Online / Live	Online / Live	**€1,625**
18 - 22 January 2027	Online / Live	Online / Live	**€1,625**
1 - 5 February 2027	Online / Live	Online / Live	**€1,625**
8 - 12 February 2027	Online / Live	Online / Live	**€1,625**
15 - 19 February 2027	Online / Live	Online / Live	**€1,625**
22 - 26 February 2027	Online / Live	Online / Live	**€1,625**

aractech
Global Learning for Operational Leaders

Seminar dates

Available seminar dates

Live dates and pricing for Partnering and Collaborative Contracting generated from the course details page.

Date	Location	Format	Fee
8 - 12 March 2027	Online / Live	Online / Live	**€1,625**
15 - 19 March 2027	Online / Live	Online / Live	**€1,625**
22 - 26 March 2027	Online / Live	Online / Live	**€1,625**
1 - 5 March 2027	Online / Live	Online / Live	**€1,625**
19 - 23 April 2027	Online / Live	Online / Live	**€1,625**
26 - 30 April 2027	Online / Live	Online / Live	**€1,625**
5 - 9 April 2027	Online / Live	Online / Live	**€1,625**
12 - 16 April 2027	Online / Live	Online / Live	**€1,625**
24 - 28 May 2027	Online / Live	Online / Live	**€1,625**
3 - 7 May 2027	Online / Live	Online / Live	**€1,625**

aractech
Global Learning for Operational Leaders

Seminar dates

Available seminar dates

Live dates and pricing for Partnering and Collaborative Contracting generated from the course details page.

Date	Location	Format	Fee
10 - 14 May 2027	Online / Live	Online / Live	**€1,625**
17 - 21 May 2027	Online / Live	Online / Live	**€1,625**
14 - 18 June 2027	Online / Live	Online / Live	**€1,625**
21 - 25 June 2027	Online / Live	Online / Live	**€1,625**
7 - 11 June 2027	Online / Live	Online / Live	**€1,625**
12 - 16 July 2027	Online / Live	Online / Live	**€1,625**
19 - 23 July 2027	Online / Live	Online / Live	**€1,625**
26 - 30 July 2027	Online / Live	Online / Live	**€1,625**
5 - 9 July 2027	Online / Live	Online / Live	**€1,625**
16 - 20 August 2027	Online / Live	Online / Live	**€1,625**

aractech
Global Learning for Operational Leaders

Seminar dates

Available seminar dates

Live dates and pricing for Partnering and Collaborative Contracting generated from the course details page.

Date	Location	Format	Fee
23 - 27 August 2027	Online / Live	Online / Live	**€1,625**
2 - 6 August 2027	Online / Live	Online / Live	**€1,625**
9 - 13 August 2027	Online / Live	Online / Live	**€1,625**
13 - 17 September 2027	Online / Live	Online / Live	**€1,625**
20 - 24 September 2027	Online / Live	Online / Live	**€1,625**
6 - 10 September 2027	Online / Live	Online / Live	**€1,625**
4 - 8 October 2027	Online / Live	Online / Live	**€1,625**
11 - 15 October 2027	Online / Live	Online / Live	**€1,625**
18 - 22 October 2027	Online / Live	Online / Live	**€1,625**
25 - 29 October 2027	Online / Live	Online / Live	**€1,625**

aractech
Global Learning for Operational Leaders



Seminar dates

Available seminar dates

Live dates and pricing for Partnering and Collaborative Contracting generated from the course details page.

Date	Location	Format	Fee
8 - 12 November 2027	Online / Live	Online / Live	**€1,625**
15 - 19 November 2027	Online / Live	Online / Live	**€1,625**
22 - 26 November 2027	Online / Live	Online / Live	**€1,625**
1 - 5 November 2027	Online / Live	Online / Live	**€1,625**
20 - 24 December 2027	Online / Live	Online / Live	**€1,625**
27 - 31 December 2027	Online / Live	Online / Live	**€1,625**
6 - 10 December 2027	Online / Live	Online / Live	**€1,625**
13 - 17 December 2027	Online / Live	Online / Live	**€1,625**