IPI Academy

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Presented by
Falconbury

Navigating Insurance Clauses in Commercial Contracts

28 June 27
+ 7 December 27

Decode complex insurance policies in commercial contracts. This training course covers CAR, CGL, PI insurance and more, helping procurement professionals mitigate business risks effectively.

Format:
Live online

CPD:
3 hours for your records

Certificate of completion

Course overview

This highly practical workshop-style training course is designed for professionals eager to deepen their understanding of commercial contracts, with a special focus on insurance clauses and policies. Learn how organisations can effectively mitigate risks by selecting the appropriate insurance policies.

Insurance policies are separate contracts but are closely related to commercial contracts in terms of risk management and compliance requirements. Understanding both types of contracts and how they relate to each other is crucial for managing business risks.

It is common practice to reference insurance policies within commercial contracts. A commercial contract may require one party to obtain and maintain specific types of insurance, for example, liability insurance, PI insurance, business continuity insurance, transit insurance, to name a few. Commercial contracts may outline the types of insurance required, minimum coverage required and the need to provide proof of insurance.

Many managers seldom get the chance to thoroughly read insurance policies, and advising management without a solid grasp of these policies can be catastrophic for an organisation. This training course will equip you with the knowledge to navigate and understand the intricacies of insurance within commercial contracts, ensuring you can provide informed and strategic advice.

Enhance your skills and become a more effective manager by understanding the risks to your business. Join the expert trainer to take your knowledge and expertise in commercial contracts to the next level.

"If you understand the risk to your business, you are a better manager." – Manoj Nair

Benefits of attending

By attending this training course you will:

- **Understand** how insurance can be used to identify and mitigate risks
- **Examine** the concept of Subrogation and Waiver of Subrogation
- **Learn** about the terms and conditions of insurance contracts including exclusions
- **Get to grips** the meaning of deductibles in insurance (from a project perspective)
- **Explore** the impact of third party liability in contracts
- **Consider** the types of insurance in commercial contracts like CAR, CGL etc.
- **Understand** how PI insurance and other insurance types work

Who should attend?

This training course has been specifically designed for:

- Commercial and contracts managers
- Purchasing and procurement managers
- Buyers and supply chain professionals
- Bid and tender personnel
- Project management professionals

Professionals from risk, finance, management and legal functions will also benefit greatly from attending this course.

Programme

Terms and conditions of insurance contracts

Understanding subrogation and waiver of subrogation

Deductibles in insurance contracts

Types of Insurance

- CAR - Contractors All Risk insurance
- CGL - Commercial General Liability insurance
- TPL - Third-Party Liability insurance
- PI - Professional Indemnity insurance
- Marine insurance
- Inland marine insurance
- Cyber insurance
- Pollution insurance
- Political risk insurance
- Business continuity insurance
- D & O insurance - Directors and Officers
- Fidelity insurance
- Workmen's compensation insurance
- Commercial auto insurance
- Transit insurance
- Litigation risk insurance

Presenter



Manoj Nair

Manoj Nair is a Partner with SVM Contract Consultants. He has over 25 years of professional experience in consulting and training. He advises clients on how to improve their contracts and take preventative steps to reduce claims. He has advised companies in India and around the world on procurement/contract management processes, tender/bid management, FIDIC conditions of contract, vendor management, supply-chain contractual risk, contract negotiations, contract administration, claims management, contract drafting, bankruptcy laws and US FCPA and UK Bribery Act, anti-money laundering and counter terrorism financing, and dispute resolution.

He has worked with diverse clientele throughout his career including companies from the construction, energy, power, EPC, telecoms, IT, travel, insurance, manufacturing, media, banking and oil and gas sectors.

He has extensive training experience and has to date conducted 350 **+** corporate training's, on topics including: contract drafting and negotiations, contract/procurement management, tender/bid management, outsourcing contracts, proposal writing, vendor management, negotiations for supply chain managers, FIDIC Conditions of Contract, US FCPA and UK Bribery Act, anti-money laundering and counter-terrorism financing, business case writing, claims management and negotiations.
He is fluent in English and Hindi.

Course dates

28 June 27	**Live online** 13:30-17:00 **UK (London)** (UTC+01) *Course code 17266*	GBP **299** ~~349~~ EUR **419** ~~489~~ USD **481** ~~559~~ **Until 03 May**
7 December 27	**Live online** 13:30-17:00 **UK (London)** (UTC+00) *Course code 17567*	GBP **299** ~~349~~ EUR **419** ~~489~~ USD **481** ~~559~~ **Until 12 Oct**

How to book

Online:
ipi.academy/3043

Alternatively contact us to book, or if you have any queries:

Email:
info@ipiacademy.com

Phone:
+44 (0)20 7749 4749

Discounts

- Booking more than one delegate on any one date qualifies for a **30% discount** on the second and subsequent places.
- Most events qualify for an **early booking discount** prior to 6 weeks before the course date. Be sure to check on our website, where the latest discounts will be shown.

Further information

Fee
The fee includes all meals and refreshments for the duration of the course (for venue-based courses) and a complete set of course materials (provided electronically). If you have any particular requirements, please advise customer services when booking.

Please note
IPI Academy (and our training partners) reserve the right to change the content and timing of the programme, the speakers, the date and venue due to reasons beyond their control. In the unlikely event that the course is cancelled, we will refund the registration fee and disclaim any further liability.

Terms and conditions
The rest of the our terms, the event cancellation policy and the terms and conditions are on our website, please visit ipi.academy/content/terms-and-conditions

Run this programme in-house for your whole team

Coming to IPI Academy for your in-house training provides an all-inclusive service which gives you access to a wide variety of content, learning platforms and delivery mechanisms as well as your own personal training adviser who will work with you from the initial enquiry through to feedback and follow-up after the programme.

With over 600 trainers, all practitioners and experts across a huge range of fields, we can provide the training you need, where you need it, when you need it, and at a price which suits your budget. Our approach to tailored learning and development consists of designing and delivering the appropriate solution for each client.

For your FREE consultation and to find out more about how we can work with you to solve your training needs, please contact our training advisers:



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IPI Academy

IPI Academy is a training initiative of Falconbury and Management Forum; leading providers of industry training for over 30 years, based in the UK.

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