

- Course:** ***Contract Negotiations for Design Professionals***
- Who Should Attend:** Principals, Licensed Practitioners, Emerging Professionals, Business Managers, Marketers, Controllers
- CEU's:** 8 HSW (*approval pending*)
- Dates/Times:** February 15, 22, 29 and March 7 (7:30-9:00 a.m.); March 14 (7:30 to 9:30 a.m.)
- Location:** McGill Smith Punshon – Training Room  
3700 Park 42 Drive, Suite 190B, Cincinnati, Ohio 45241
- Instructors:** Eric A. Teske, Assoc. AIA  
*Vice President - STA, a Division of Oswald Companies*  
Eric O. Pempus, AIA, LEED GA  
*Risk Manager - STA, a Division of Oswald Companies*
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- Class Size:** 15 Min. / 40 Max.
- Cost:** \$225 AIA Member; \$250 AIA Member Staff; \$295 Non-Member  
(Continental Breakfast Included)
- Registration:** <http://aiacincinnatiacademy.org/>

***Contract Negotiations for Design Professionals* Course Description:**

This is a five (5) session in-depth course about agreements for services and how to effectively negotiate contract terms. The contract with the Client (and subsequently with subconsultants) should reflect the goals and expectations of both parties and establish the conditions under which services will be rendered. This program will provide practical tools to allow for these mutual understandings to occur. The following are some of the issues that will be examined:

- Who is the client? Owner? Prime A/E? Contractor?
- What kinds of contracts are utilized?
- What is the Architects' responsibility under the contract?
- What is the Clients' responsibility under the contract?
- What happens in the event of a dispute between the Architect and the Client?
- How to deal with Project Scope Creep and Additional Scope of Services.
- *How to effectively negotiate equitable agreements.*

**Course Resources / References:**

- AIA Documents B101, A201, C401, B103, B104, B105, B503
- AIA Handbook of Practice
- Materials and handouts provided by the instructors

*Note: Sessions will involve interactive class discussion, small group activities and role playing exercises. Satisfactory completion of the courses may be eligible for premium credit from your Professional Liability Insurance carrier. Check with your Professional Liability Insurance carrier.*

***Contract Negotiation for Design Professionals* serves as the platform for advanced workshops on:**

- Advanced Contract Negotiation/Processes/Protocols
- AIA Front End Documents
- Alternative Project Delivery Methods (BIM, IPD, Design Build, etc.)