



WORTHINGTON  
& ASSOCIATES LTD.

# ONE DAY

# COURSE

SEMINAR materials written by procurement law expert **ROBERT C. WORTHINGTON, LLB**

## Secrets of Procurement Law

*Secrets of Procurement Law* is a one-day legal education seminar on how to avoid and control legal risks in procurement, custom-designed for procurement professionals. Topics include improving contracts and competitive bidding documents through better and more powerful clauses; controlling contract changes; non-compliance in bidding; the risks of verbal misrepresentation; and managing the agency relationship.

Confused about how to navigate the myriad of laws that affect your daily work? This course will reveal the secrets that you need to know to help reduce your legal risk and improve your contracting. *A not-to-be-missed presentation!*

### COURSE INCLUDES:

#### SUPPLY AND SERVICES CONTRACTS...

- RULES OF CONTRACT LAW
- IMPROVING CONTRACTUAL REMEDIES
- CONTROLLING CHANGES
- BETTER SCOPES OF WORK

#### COMPETITIVE BID CONTRACTING...

- RULES OF COMPETITIVE BIDDING
- ESSENTIAL OWNER POWERS
- BETTER EVALUATION OF BIDDERS
- NEGOTIATION IN BIDDING
- BEST AND FINAL OFFERS

#### BEWARE VERBAL STATEMENTS...

- VERBAL CONTRACTS ARE BINDING
- VERBAL STATEMENTS CHANGE CONTRACTS
- MISREPRESENTATION AND PERSONAL LIABILITY
- CONTROLLING RISKS OF MISREPRESENTATION

#### BEWARE THE POWERS OF AGENTS ...

- RULES OF AGENCY
- UNAUTHORIZED AGENTS
- APPARENT AGENTS
- UNRECOGNIZED AGENTS

#### AND MORE...

**WHO SHOULD ATTEND:** Representatives from: • Airports, Airlines and Aerospace Engineering Companies • Educational Institutions; Universities, Colleges, School Boards • Federal and Provincial Governments, Crown Corporations, Municipalities & Districts • Forest Industry, Pulp & Paper • Manufacturing & Distribution • Medical Care Facilities, Health Authorities & Hospitals • Mining, Minerals & Chemicals • Oil and Gas • Power & Public Utilities • Telecommunications • Private Businesses & Services • Purchasing Organizations • Professional Associations.

**TESTIMONIALS:** • I am recommending this class to my colleagues! • Great course! • Every purchaser needs to take this course. • Exceptional! • An absolutely excellent seminar!

## SEMINAR

### LICENSES

Licenses are now available to allow your qualified instructor to teach this seminar to your procurement team!

### LOCATION

Your Office, Your City

### FEES

- Fees are based on a flat rate + add'l registrants + expenses + taxes.
- We can custom-design the course presentation based on your competitive bid documents.

### BOOKINGS

- For a custom seminar proposal and price quote, call today!

EML [rcworthington@shaw.ca](mailto:rcworthington@shaw.ca)

TEL 250-580-6044

All participants will receive a detailed set of course materials covering the laws and the leading cases of the topics under discussion.

This course is intended for those who already have a basic knowledge of Canadian contract, agency and competitive bidding law.



## ROBERT C. WORTHINGTON, LLB

An award-winning lecturer in law, Robert C. Worthington, LLB, taught purchasers and contract managers throughout Canada for over 30 years, specializing in the laws of contract, competitive bidding and procurement. He has written three books on contract and procurement law designed especially for contracting and procurement professionals. His fourth book, on *Negotiation*, teaches you how to negotiate better contracts. Robert's books and law courses are entertaining as well as informative. For more information, please visit his website at [www.purchasinglaw.com](http://www.purchasinglaw.com).