

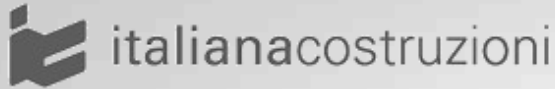
## PARTNERS:



**POLITECNICO**  
MILANO 1863  
Scuola Master Fratelli Pesenti



CONSTRUCTION  
INNOVATION AND  
SUSTAINABLE  
ENGINEERING



**SALCEF**



## ENDORSEMENTS:

COO of **BuildingEnergy**: "The professional figures you have outlined are interesting for us too."

General Counsel of **Danieli & C.**: "We need them like bread and are professional figures that, as you know, are not easily found in the Italian market. Abroad, however, they cost a lot of money. So this is an initiative that we certainly support."

Chief Director of **Italiana Costruzioni**: "Surely they are profiles that can be useful for the activities we are engaged abroad, as you know there is a shortage of Italian professionals with specific skills in contract management. It looks like a good initiative."

General Counsel of **Maire Tecnimont**: "I confirm that the profiles you have indicated are highly sought after by Tecnimont and the other companies in our group."

Head of Foreign Legal Department of **Impresa Pizzarotti & C. S.p.A.**: "Contract Managers play a central role in assuring the good outcome of any construction project, and that is why we judge this specializing master to be very useful and interesting."

General Counsel of **Rizzani de Eccher**: "I find this initiative you are pursuing of great interest and I can confirm that our company is constantly looking for such professional figures. I also add that unfortunately, in most cases, on the market there are only Anglo-Saxon contract managers who for training, mentality, etc. little are suitable to our construction companies. So young Italians willing to undertake this job are very welcomed."

Operations Manager **Sicim** Milan Office, "Contract managers play a fundamental role ensuring contracts make it through every step of the process, contractual obligations are met, clients and vendors are kept happy and contracts remain profitable for the company. We consider this master an interesting initiative for the training of key figures for the Italian market."

General Counsel of **Tenova**: "Technical skills combined with the ability to manage contractual choices and responsibilities effectively will become an ever more decisive factor of professional differentiation."

IN COLLABORATION WITH



**From October 2022  
to October 2023**

## SPECIALIZING MASTER

# CONTRACT, CLAIM AND DELAY MANAGEMENT IN CONSTRUCTION WORKS

## FIFTH EDITION

### Location of the Master:

#### Consorzio CISE at Politecnico di Milano

Consorzio CISE - Master F.lli Pesenti School

P.zza Leonardo Da Vinci, 32

20133 Milano (MI)

web: [www.masterpesenti.polimi.it](http://www.masterpesenti.polimi.it)

web: [www.cise.polimi.it](http://www.cise.polimi.it)

## DIDACTIC MODULES

### INTRODUCTION TO THE PROJECT LCA

Introducing the students to the need for a proper management of the Project and to the importance of contract management, delay analysis and claim management. An open link with the successive phase of the litigation to be left.

### INTRODUCTION TO THE FUNDAMENTALS OF CIVIL LAW

Introducing the students to the fundamental principles of Civil Law with particular reference to those concepts which are needed to properly manage the contracts and the claims.

### INTRODUCTION TO THE FUNDAMENTALS OF COMMON LAW

Introducing the students to the fundamental principles of Common Law with particular reference to those concepts which are needed to properly manage the contracts and the claims

### CONSTRUCTION CONTRACT CIVIL LAW

In-depth analysis of the Construction Contract ("Appalto") for private works. For comparative reasons, reference will be made to the public works regulations under Italian Law, if needed.

### CONTRACTS BY INTERNATIONAL STANDARDS (FIDIC, JCT, NEC, AIA)

A quick introduction to the use of the forms and the main difficulties deriving from using them in a Civil Law or in a Common Law jurisdiction. Check list with critical issues.

### TYPES OF PROJECTS AND WORKS

### THE MAIN STAKEHOLDERS

### INTRODUCTION TO CONTRACT MANAGEMENT FOR FIDIC CONTRACTS

This Course will describe in detail all aspects of the FIDIC Contracts which are relevant for contract management. It will be a "hands-on approach" on real cases with professional of international experience. During this course certain aspects of risk management will be illustrated.

### INTRODUCTION TO CLAIM MANAGEMENT FOR FIDIC CONTRACTS

This Course will describe in detail all aspects of the FIDIC Contracts which are relevant for claim management. It will be a "hands-on approach" on real cases with professional of international experience.

### INTRODUCTION TO DELAY ANALYSIS

This Course will take the student through the complex matter of delay analysis on International Projects, the various methodology and the forensic use of Delay Analysis.

### DETERMINATION OF THE QUANTUM

This Course aims at detailing the various elements of cost which must be taken into account when determining the quantum in a claim.

### FORENSIC ENGINEERING: FROM CLAIM TO DISPUTE, DISPUTE BOARDS, ARBITRATION

This course takes the students from mere contract management to the dispute and deals with the various Dispute Board mechanism, detailing the role of the parties during these proceedings.

### ARBITRATION DETAILS

The students will be presented with the major topics on administered arbitrations and on ad hoc arbitrations. As in the Construction Industry the most frequent is the ICC one, focus will be placed on it without forgetting the ICSID arbitration and the UNCITRAL rules.

### CASE STUDIES

#### DIDACTIC SECRETARY

For information: ing. G. Franchi  
Phone: 02.23994381  
mail: franchi@cise-polimi.it

#### MANAGEMENT MASTER SCHOOL F.LLI PESENTI

Prof.ssa Paola Ronca  
Phone: 02.23994381  
mail: paola.ronca@polimi.it

## TRAINING OBJECTIVES

The need for technicians (engineers and / or architects), who become competent in the management of contracts and variants and who can perform an analysis of delays in accordance with established international standards, is increasingly urgent among the most important General Contractor in Italy and abroad. Such professionals should know the fundamental principles of civil and community law, as well as international arbitration, together with the most common international contract rules (FIDIC, JCT, NEC, AAA), and the many issues related to the management of construction variants. They should know how to effectively deal with the main stakeholders of any international construction project: international private clients (developers, foundations, real estate funds, etc.) and public (governments, public authorities, etc.), engineering companies, entrepreneurs and suppliers, banks, investment funds and sovereign wealth funds. During this master, our students will learn the basics of forensic engineering in international projects: handling disputes, including Court procedures, arbitration, with particular attention to ICC arbitration rules, but also to the rules and practices of the Milan Chamber of Arbitration.

### SCIENTIFIC COUNCIL

**Director of Master:** prof. Andrea Ciaramella (Polimi)

**Vice - Director:** prof. Pietro Crespi (Polimi)

**Teachers:** prof. Davide Manca (Polimi)

prof. Giancarlo Paganin (Polimi)

avv. Marco Padovan (Studio Legale Padovan)

ing. Pierino Gauna (Animp Servizi)

**LANGUAGE:** ENGLISH **CLASS SCHEDULE:** from mon. to fri. from 9.15 a.m. to 6.30 p.m.

### DELIVERY MODE

**ONSITE MASTER** the Master's lessons will be held in the classroom by professors of the Politecnico di Milano and by professionals, exponents of the main partner companies. For each topic we will alternate theoretical lessons with exercise activities and case studies.

**ONLINE MASTER:** the Online **Master** is thought for those professionals who, while working, are interested in specializing more in this field.

**MASTER DURATION:** The Master has an annual duration. It consists of theoretical hours, divided between hours of classroom lessons and hours of individual study, and 550 hours of internship offered by our Partners or some other companies, to those students who follow the master onsite. Online students will activate the internship at the company where they already work. At the end of the internship period the Diploma exam will take place with a discussion of the master thesis.

**COST :** The cost is inclusive of fees due to the Politecnico di Milano, access to the e-learning platform for viewing the lessons held in the classroom and for downloading the teaching materials.

**Onsite Master:** 6.500,00 €

**Online Master:** 3.500,00 €

### TERMS OF PAYMENT

**Onsite Master:** first instalment € 3.500,00 – within 24/09/2022  
second instalment € 3.000,00 – within 18/02/2023

**Online Master:** first instalment € 2.000,00 – within 24/09/2022  
second instalment € 1.500,00 – within 18/02/2023

The payments will be made to the bank account number 100000001001, on behalf on **CISE - POLITECNICO DI MILANO** – Banca Intesa, VIALE ROMAGNA, 20 - 20133 MILANO (MI) **IBAN IT89N0306909498100000001001** – CIN EUR 89 – CIN ITA N – ABI 03069 – CAB 09498