



WORTHINGTON  
& ASSOCIATES LTD.

# ONE DAY COURSES

IN-HOUSE SEMINARS *with* ROBERT C. WORTHINGTON, LLB

## Update on Procurement Law

### A One-Day Update on Procurement Laws in Canada

This intensive legal education course covers many of the legal issues which professional purchasers and supply managers face daily. The topics are selected from the vast range of laws which comprise procurement law (excluding the laws of competitive bidding, which is a separate course). Topics are chosen for their currency and importance in the procurement of goods and services in the Canadian and International marketplace. Unless otherwise noted, all topics are relevant to both Public and Private Purchasers.

#### COURSE CONTENT

##### CONTRACT LAW...

- Services Contracting – the Scope of Work Governs Everything!
- Inconsistency Between Paper and Practice Changes the Contract!
- Improving Your Rights to Damages – Foreseeability of Loss

##### EMPLOYMENT LAW...

- The Taxman Cometh – Deemed Employees and How to Structure Services Contracts

##### AGENCY LAW...

- Authority of the Agent – Avoiding Personal and Corporate Liability

##### AGENCY LAW... cont'd

- Beware the Independent Contractor-Consultant with Agency Authority
- Maverick Purchasing – What is the Law?

##### NEGLIGENCE LAW...

- Careless Words Create Liability
- Controlling Negligent Misrepresentation

##### CONSTRUCTION LAW...

- Partnering Changes an Owner's Liability
- The Deemed Partnership – Liability for the Acts of Your Partner

**WHO SHOULD ATTEND** Professional Contract Administrators, Professional Purchasers, Supply Mgrs, Financial & General Mgrs, Human Resources Personnel and those who use contract or competitive bids. These types of organizations have found this course helpful:

- Airports, Airlines and Aerospace Engineering
- Educational Institutions; Universities, Colleges, School Boards
- Federal and Provincial Governments, Crown Corporations, Municipalities and Districts
- Forest Industry, Pulp and Paper
- Manufacturing and Distribution
- Medical Care Facilities, Hospitals and Health Authorities
- Mining, Minerals and Chemicals
- Oil and Gas
- Power and Public Utilities
- Telecommunications
- Private Business and Services
- Purchasing Organizations
- Professional Associations.

**PARTICIPANT COMMENTS** ■ *I really appreciated the class participation, the total experience of the seminar was great, and I am recommending this class to my colleagues.* ■ *As always, the quality of the class and Bob's delivery were great. Looking forward to your next seminar!* ■ *Every purchaser needs to take this course.* ■ *The pace was great and the humour was fun!*

## IN-HOUSE SEMINARS

### DATES

We are currently booking in-house seminars for **2009**

### LOCATION

Your Office, Your City

### FEES

- Fees are based on a flat daily teaching rate + incidental expenses + GST
- We can also custom-design the course presentation based on your competitive bid documents.
- Train 12 – 40 staff for the same flat fee!
- For a custom seminar proposal and price quote, contact us today!

### REGISTRATION

To book a seminar for your organization, please contact:

EML rcworthington@shaw.ca

TEL 604-488-0114

*Dates booked are firm.*

**Teaching schedule fills up quickly, contact us today!**

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



## ROBERT C. WORTHINGTON, LLB

An award-winning lecturer in law, Robert C. Worthington, LLB, has taught purchasers and contract managers throughout Canada for over 26 years, specializing in the laws of contract, competitive bidding, and procurement. He has written two books on contract and procurement law, designed especially for contracting and procurement professionals. 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).