

Raute invests in skills during financial downturn



Participants are learning how to manage contract risks.

If arranged in December 2009 a 2 days' tailor-made Contractual Risk Management Workshop for managers and experts of the Raute Corporation. The course was based on the Contractual Risk Management Workshops arranged for over 10 years for If Industrial clients. The workshop was led by the well-known Contract Coach Helena Haapio, Lexpert Ltd. She is an inspiring coach with exceptionally vast knowledge of both the legal background of contracts as well as the reality of the negotiations in international business.

Raute is a supplier of technology to the wood products industry worldwide. As a supplier of mill-wide projects in selected fields Raute is the world market leader. The economic downturn has decreased their turnover drastically and lead to strong adjusting actions. Howev-

er, Raute is looking forward to the eventual market recovery and using these extremely challenging times to improve the efficiency of the company.

CEO Tapani Kiiski, who participated in the workshop too, says it is of vital importance to constantly develop personnel skills to match the business environment even in hard times. Contracts are the legal basis of the company's liabilities towards their customers. Small errors may turn out to be very expensive if everything does not go as planned.

The topics of the Workshop included for example consequences of delays, "visible" and "invisible" obligations and liabilities in the supply chain, how to find out whether the contract terms & conditions are supplier-friendly or buyer-friendly, what are the consequences of defects, what happens if the con-

tract terms and the laws governing the sale of goods are in conflict, and how to ascertain the legal outcome if a contract is formed through offer, order and confirmation. In the case studies, the participants worked through several simulated cases using different contract models. The huge variations in the amounts of liabilities gave a lot to think about. If's specialist made short presentations on how general and product liability and professional indemnity insurances apply to the case studies.

No contract looks the same after the intensive workshop. •

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If you are interested in participating in If's Contractual Risk Management Workshops, please contact Liability RM Specialist matti.sjogren@if.fi.