



Dealing with commercial & other risks

Have you had to deal with any of the risks listed below?
If yes, describe what you did and how successful you were in dealing with them.

- Lack of commercial awareness
- The supplier suffers financial problems
- The buyer suffers financial problems
- Change of supplier ownership or of key supplier personnel
- Lack of responsiveness
- Force majeure

The contact risk register

Information to include:

- A description of the risk
- The factors that could cause the risk to occur
- The stage(s) in the contract when the risk could occur
- The likelihood that the risk will occur
- An estimate of the potential impact
- Who is responsible for managing the risk
- The risk management strategy

