

# research = SOLUTIONS

35+ Years Claims Expertise  
Serving Architects and Engineers

## Understanding the Dynamics of Risk in the A/E Industry

The newest *Risk Drivers* workshop developed by XL Insurance

XL Insurance's research examined 9 major non-technical areas:

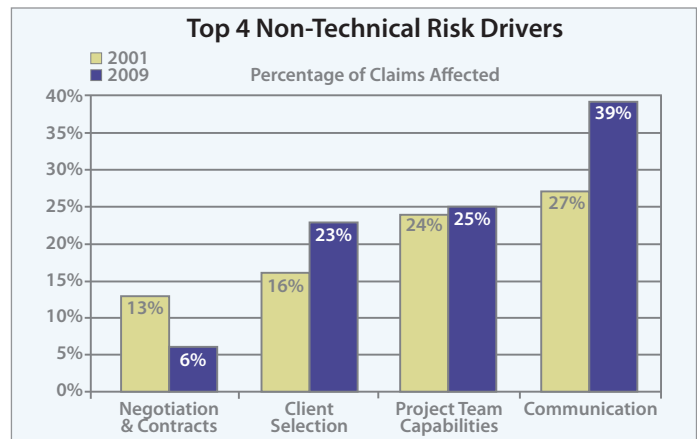
- Billing Procedures
- Budget Control
- Client Selection
- Communication
- Construction Phase Services
- Loss Prevention Issues
- Negotiations and Contracts
- Project Team Capabilities
- Schedule Control

### **RISK DRIVERS: UNDERSTANDING THE DYNAMICS OF RISK IN THE A/E INDUSTRY OFFERS:**

- An enhanced understanding of the nature of risk
- Information about the specific challenges in today's A/E marketplace
- Data on A/E and discipline specific claims
- Direction on how to apply what you've learned to your practice

### **GET THE ANSWERS TO THESE CRITICAL RISK MANAGEMENT QUESTIONS:**

- Who sues Architects? Engineers? Civil Engineers? Geotechs? MEPs? SEs? Surveyors?
- What can I learn from recent technical claims statistics?
- What are the top non-technical causes of claims?
- What are the most common professional liability "claim triggers"?
- Which *Risk Drivers* surface at each phase of work?
- How can I identify business weaknesses that may be exposing my firm to excessive risk?



The four concerns highlighted in this chart were present in 93% of the cases examined. Focusing on these issues allows you to address most of the causes of loss for design professionals.

Note the increase in claims related to the issue of Communication.

If you've taken our previous *Risk Drivers Workshops*, you know this program is well worth your time—the latest version is updated and expanded with new perspectives on risk and deeper insight into the causes of claims.

**Newcomers to *Risk Drivers*** will leave with a clear picture of their firm's risk management profile and a better understanding of the breakdowns in project or practice management processes that can lead to claims.

The *Risk Drivers Workshop* has been updated using 2003–08 claim data (from a database of 5,000+ XL Insurance PL claims) and highlights changes occurring since the previous study and their impact.

One of the best features of this workshop is the “Applying Insight” section—a recap of non-technical risk drivers within the context of how a project develops. After reviewing each design phase and the potential problems that can occur, you’ll learn the non-technical causes of loss that surface in that phase of work—aligning these Risk Drivers with how work actually unfolds.

#### **WORKSHOP FAQS:**

##### **How much time is involved?**

Allow 2 hours for the workshop.

##### **Who should attend?**

Principals, directors, project managers.

##### **Does *Risk Drivers* qualify for XL Insurance premium credit?**

Yes! Design Professional insured firms that send more than half of their principals and project managers to the workshop qualify for a 10% premium discount for workshop attendance.

##### **Does *Risk Drivers* qualify for professional development learning units?**

Yes! Earn 2 AIA/CES Learning Units or 2 Professional Development Hours for attending the workshop.\*

##### **When will it be offered? Can I have the workshop “in-house”?**

Visit [www.xldp.com](http://www.xldp.com) to find an agent near you and inquire about upcoming workshops.

*\* This workshop is registered with the national AIA and units earned by architects are directly reported to the AIA by the Design Professional group of XL Insurance. Engineers may use certificates of completion to self-report learning units. Not all states and licensing boards accept these workshops for learning units.*

*The information contained herein is intended for informational purposes only and does not constitute legal advice. For legal advice, seek the services of a competent attorney. Any descriptions of insurance provisions are general overviews only.*

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