



Training Program on Contract Management & Arbitration

22-24 February 2023

AIMA, Lajpat Nagar - III, New Delhi

Background and Objective of the Training

Irrespective of the type of business one deals with, contracts happen to be the backbone of all the relationships that an organization develops with important stakeholders like partners, suppliers, customers etc. Even though, Contracts are the most central aspect in organization's functioning, they are the neglected element of the Procurement Cycle and hence leads to delays, disputes and disagreements.

Therefore, the aim of the programme is not only to impart required knowledge and skills to understand the contract interpretation, contract management but also to inform about the common disputes that may arise and alternate dispute resolution mechanisms available with special emphasis on arbitration and conciliation laws,

The training will be delivered with the focussed approach intended to give knowledge, understanding and practical orientation necessary for managing contracts effectively and dealing with arbitration laws.

Who should attend:

- Newly appointed officials dealing in contract management
- Experienced Staff who had no formal structured training and would like to update their knowledge and skills
- Contractors' suppliers handling projects
- Officials working at various levels in all public bodies, including central government, non-departmental public bodies (NDPBs), local government etc.

Contents to be covered:



**Introduction to
Contract Management**



**Performance &
Execution of Contracts**



**Negotiation
Skills**



**Remedies for
Breach of Contract**



**Good Practices in
Contract Management**



**How to avoid
Contractual Disputes**



**Provisions of Arbitration
& Conciliation Law**

Training Methodology:

The training will be delivered using various formats like experience sharing, Used cases, Trainer led input session. The program will be conducted in a very open, participative and collective learning format encouraging active interaction and total involvement of Participants.

Certification:

Participants successfully completing the training will be awarded with Certificate from premier institute like AIMA and the World Bank.

Fees:

Non-Residential

INR 20,500/- per participant (plus taxes as applicable)

Residential

Venue: Bloomrooms, 7, Link Rd, Block M, Jangpura Extension, New Delhi, 110014

INR 35,500/- per participant (plus taxes as applicable) for Single Occupancy

INR 30,500/- per participant (plus taxes as applicable) for Double Occupancy

- Twin Sharing is available only for organizations nominating even number of participants of same gender.
- The fee covers the cost of lodging, boarding, meals & study material of the participants.
- In case of single occupancy, spouse/ family members are welcome on additional all-inclusive nominal charges.
- The workshop will commence at 10:00 A.M. on 22 February and will conclude at 04:00 P.M. on 24 February 2023.
- Fee will not be refunded to the registered participants however substitution is allowed.

Contact Details:

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All India Management Association

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