

# Training Programme on **Effective Contract Management and Dispute Resolution**

**10th - 12th, December 2025**  
**TatSaraasa Resort & Spa, Udaipur**



## **Background**


In today's fast-evolving business landscape, contracts serve as the cornerstone of all organisational relationships—whether with suppliers, partners, service providers, or customers. Irrespective of industry or scale, contracts are the essential framework that governs commercial engagements, promoting accountability, transparency, and mutual trust.

However, despite their pivotal role, contracts are one of the most neglected elements within the procurement cycle. Inadequate drafting, limited understanding of contractual obligations, and the absence of robust contract management practices often lead to delays, disputes, and fractured business relationships. Such oversight not only impairs operational efficiency but also exposes organisations to significant legal and financial vulnerabilities.

To address this critical gap, the All India Management Association (AIMA), announces Training Programme focused on enhancing institutional capabilities in Contract Management and Dispute Resolution. This initiative aims to equip professionals with the knowledge and tools necessary to manage contracts effectively and resolve disputes through structured, legally sound mechanism

## **Who should attend:**

- Procurement and contract professionals seeking updated expertise
- Recently appointed officials in procurement or contract roles
- Contractors and suppliers handling projects
- Public sector personnel across ministries, PSUs, and departments
- Experienced staff aiming to formalise their knowledge with structured training



## Content to be Covered:

- Foundations of Contract Management
- Contract Execution & Performance Monitoring
- Risk Mitigation & Financial Safeguards
- Understanding Breaches & Legal Remedies
- Techniques to Prevent Contractual Conflicts
- Changing Landscape of Alternate Dispute Resolution
- Good Practices in Contract Management

## Methodology:

The programme follows an interactive, experiential learning approach delivered through in-person sessions that enable direct engagement with subject matter experts. Participants will explore real-life contractual scenarios through case studies, engage in group activities and collaborative exercises to reinforce learning, and participate in simulated role-plays focused on dispute resolution mechanisms.

## Certification:

Participants successfully completing the Training Programme will be awarded with Certificate of Participation from premier institute like AIMA with technical support of The World Bank, NDB and AIIB.

## Participation Fee:

- **Indian Participants:** ₹80,000 + GST

The fees for Indian participants include boarding, lodging, meals, and study material.

- Additional charges apply if accompanied by a spouse/family member
- Accommodation for 3 nights and 4 days (Check in-10th December 2025 Check out- 13th December 2025)
- Airport transfers need to be arranged by the Indian participant.
- The training programme will commence on 10th December 2025 at 1500 Hrs. and will conclude on 12th December 2025 at 1400 Hrs.
- In case a nominated participant is unable to attend the programme, the fee will not be refunded. However, substitution of participant is allowed.

### Contact for Details & Nominations:

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