

Management  
Development  
Programme

Commercial  
Dispute  
Resolution  
for Managers



Indian Institute of Management  
Tiruchirappalli

Date

July 14-15, 2017

Programme Directors

Dr. Nithyananda K V and  
CA. Pradeep. C

Venue

Chennai Centre of IIM Trichy

## Introduction

As businessman, entrepreneur, manager you would naturally prefer to avoid any disputes you would be happy if our dispute resolution policy says that there should be” no disputes.” However, when a dispute is inevitable, your company drafts a strategy and determines which resolution mechanism would be preferable from a commercial standpoint. The concept of Conflict Management through Alternative Dispute Resolution (ADR) has introduced a new mechanism of dispute resolution that is non-adversarial. The limitation of formal adjudication process have made policy makers, judges, business entrepreneurs and academicians globally think about alternative means for resolution of disputes in a timely, inexpensive and humane manner. These alternatives include arbitration, mediation, conciliation and other hybrid indigenous mechanisms of dispute resolution. ADR has been looked upon as a reform to reduce the burden on formal courts, make the constitutional goal of delivery of speedy justice a reality and achieve universal access to justice. The legislative initiatives have attempted to harmonize the Indian legal framework on ADR with the international best practices to bring a swift and cost-effective resolution and eventually preserve the commercial relations. The amendment ordinance introduced to the Arbitration and Conciliation Act, 1996 in year 2015 was aimed at substantially overhauling the legal environment to make India a hub for International Arbitration and Mediation. Strengthening ADR can play a significant role in the success of the Make in India, improving India’s position in ease of doing business and helps in resolving commercial disputes in quick manner.

## Profile of Expected Participants

Middle and senior level managers with an exposure to commercial disputes. Attendance at this event will allow you to gain business intelligence on evolving issues in the market and exploit the opportunities they present while also allowing you to build invaluable solutions to handle disputes.

## Course Content

- ADR an overview
- Importance of ADR to the business strategy
- Characteristics, Theories and Essentials of Negotiation  
Designed to accelerate your negotiation capabilities, Negotiation and Leadership examines core decision-making challenges, analyzes complex negotiation scenarios, and provides a range of competitive and cooperative negotiation strategies.
- Arbitral process, challenges to Arbitration, arbitral award and recourse against arbitration award.
- Law and procedure relating to Commercial Mediation and Conciliation



## How to Enroll

Enrolment form for nomination or participation can be downloaded from the 'Executive Education' of our website, [http://iimtrichy.ac.in/images/MDP\\_Enrollment.pdf](http://iimtrichy.ac.in/images/MDP_Enrollment.pdf). Kindly fill in this form mentioning full details of the participant(s), sponsoring organization, and the payment particulars. The filled in form along with the Demand Draft need to reach the EEC Office well in advance before the commencement of the programme. In case of online payment, the filled in form may be scanned and e-mailed to us.

The programme fees can be paid in any one of these two ways:

- Demand Draft drawn in favour of **Indian Institute of Management Tiruchirappalli** payable at Trichy.
- Electronic Fund Transfer through NEFT/RTGS for which Account details of our Institute are given below.

Bank A/C No: 32170820601

Name of the Bank: SBI

Name of the Branch: NITT Branch, NIT Campus, Tiruchirappalli

Bank Branch Code : 01617      IFSC No: SBIN0001617      MICR No: 620002009

In case of online payment, kindly intimate the EEC office with the relevant transaction details through email, so that we can connect your remittance to your nomination.

Please note that the confirmation of participation will be provided only on receipt of programme fees by EEC office.

You are encouraged to send in your nominations at least 3 weeks prior to the commencement of the programme. However, we accept nominations up to 2 weeks before the start of an MDP, subject to seat availability.

### ***Please Note:***

All enrolments are subject to review and approval by the Programme Director/s. Joining Instructions will be sent to the selected candidates 10 days before the programme commences. **Kindly finalise your travel plans only after you receive from IIM Trichy confirmation of your nomination.**

Our correspondence address is as follows:

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