

Management
Development
Programme

Law and
Strategy for
Efficient
Contract
Management



Indian Institute of Management
Tiruchirappalli

Date

November 9-11, 2017

Programme Directors

Dr. Nithyananda KV &
Prof. Sebastian Tharakan

Venue

Chennai Centre of IIM Trichy

Introduction

Most of the activities carried out by businesses are contractual in nature. It for this reason alone, that the Contract Law is considered as the mother of commercial laws. Contracts determine every aspect of business activities, starting from its existence, procurement of resources including human resources, production and sales activities, as well as expansion and growth. The business managers realize the importance of the contracts, but it is commonly found that they spend considerable time and resources in negotiating contracts and securing favorable contractual position in business relationships. But when it comes to post-contractual management of contracts, they fail to understand the implications of managing the contracts efficiently and effectively, and end up incurring unnecessary liabilities in the form of missed savings, fines / penalties, damaged relationships and reputations, as well as loss of customers / suppliers in the market. If the contracts are improperly managed, then the legal implications on business could be significant including costly litigation and loss of reputation in the market.

In this programme, the participants would understand the process of managing contracts through efficient processes and procedures, not only from a legal standpoint, but also from a management perspective. This programme would help the manager through the processes of negotiations, documentation, implementation, reviews, renewals, and discharge of contracts.

Profile of Expected Participants

This programme is suitable for senior business leaders dealing with business contracts. This is suited for managers from all domains of management including human resources (employment contracts), marketing (dealer / distributor / customer contracts), finance professionals (contracts relating to bank financing, securities markets, contractual obligations), compliance manager (contractual compliance), and manager of strategy (M&A contracts, international contracts, financing contracts, licensing contracts).

Course Content

- **General Introduction to Law and Contracts:** In this module, the participants would be introduced to the concept of law in India, the basics of contracts, liabilities, consensus, jurisdiction, etc.
- **General principles of Contract law:** This module would introduce to the participants the fundamental principles of contract law like offer, acceptance, agreement, tender, negotiations, LoI, MoU, Standard form contracts, Adhesion contracts, privity, place of formation and its implication on jurisdiction, forum selection clause, and legal formalities to be completed like signature, stamp duty, etc. It also deals with performance of contracts, discharge of contracts, breach of contracts and legal remedies available to parties.
- **Contents of a Contract:** In this module, we would discuss the standard contents in a specimen contract and try to understand its implications. This would also help the

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. 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 Directors. 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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