



भारतीय सामग्री प्रबंधन संस्थान INDIAN INSTITUTE OF MATERIALS MANAGEMENT

A Recognised Professional Body – MHRD (ISTE), Govt. of India

Seminar on Contract Management & Dispute Resolution

Saturday - November 12, 2022

Hotel The Park, 15, Parliament Street, New Delhi - 110001



IIMM : U-135, 2nd Floor, Vikas Marg, Shakarpur, Delhi-110092

(Near Laxmi Nagar Metro Station Gate No-3)

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ABOUT IIMM

Indian Institute of Materials Management is a professional body recognized by ISTE (MHRD) Govt. of India for the promotion of the profession of Materials Management in India. The mission of the Institute is *“To Promote Professional Excellence in Materials Management towards National Prosperity through Sustainable Development”*.

The Institute represents a wide spectrum of professionals engaged in various facets of materials management responsible for planning, sourcing, control and distribution of materials and services. Through its wide network of **51 branches & 19 chapters** spread over the length & breadth of the country, IIMM is dedicated to the profession of Materials Management through its multifarious activities including various Educational Courses, Executive Development Programmes, Seminars, Workshops, In-house Training Programmes & Consultancy. The institute has established its Centre for Research in Materials Management at Kolkata.

Institute conducts Post Graduate Diploma in Materials Management (PGDMM) & Post Graduate Diploma in Logistics & Supply Chain Management (PGDL&SCM) approved by All India Council for Technical Education (AICTE).

To have an effective global interaction IIMM is a Charter Member of **International Federation of Purchasing and Supply Management (IFPSM)**, which has its roots in 40 countries from all the six continents.

CONTRACT MANAGEMENT

Contract is another name for business relationship. Understandably, governments, autonomous institutions, government undertakings and private business entities get into a large number of contractual relationships with numerous supplier entities. A company gets into a contractual relationship with the state to get a project, licence or business. Companies and government undertakings get into contractual relationships with raw material and component suppliers and service providers. Companies get into relationships with distributors, wholesalers, and retailers for selling their products and services.

Liberalization and globalization of the Indian economy has brought about significant changes in business relations. With liberalization, business entities have a choice regarding who to contract with and what to contract for. As the economy has become competitive, there has been much outsourcing of activities. A large segment of the economy has been opened up for private participation particularly in infrastructure development including highways, electricity, telecommunications, airports, and railways. These changes have led to a proliferation in contractual relationships. There has been paradigm shift in procurement of services both consulting and non-consulting services. As a result, managing contracts for supply of goods and services has become a prominent activity for managers in both public and private sectors. Smart contracts have also marked their entry on Indian business scene.

Contract failures lead to inefficient performance, financial losses, and disruption of work; initiation of arbitration and litigation; loss of reputation; and other direct and consequential losses. Thus, it has become important for executives to understand not only the rights, responsibilities, and obligations arising from contracts but also the art and techniques of managing contracts.

DISPUTE RESOLUTION

Dispute resolution or dispute settlement is the process of resolving disputes between parties. The term dispute resolution is sometimes used interchangeably with conflict resolution, although conflicts are generally more deep-rooted and lengthy than disputes. Dispute resolution techniques assist the resolution of antagonisms between parties that can include citizens, corporations, and governments.

Dispute resolution processes fall into two major types:

Adjudicative

1. processes, such as litigation or arbitration, in which a judge, jury or arbitrator determines the outcome.
2. Consensual processes, such as collaborative law, mediation, conciliation, or negotiation, in which the parties attempt to reach agreement.

Not all disputes, even those in which skilled intervention occurs, end in resolution. Such intractable disputes form a special area in dispute resolution studies. Dispute resolution is an important requirement in international trade, including negotiation, mediation, arbitration and litigation.

SEMINAR – OBJECTIVE

To equip the participants with contract management and dispute resolution the seminar will focus on the following:

- Contract and its objectives
- Contract preparation with special emphasis on SCCs / ACCs
- Risk management
- How to avoid disputes in contracts
- Contract Management
- Arbitration Law and Procedure

KEY SPEAKERS FROM

- ❖ Experts in Contract from Govt. / PSU's / Private Corporations
- ❖ Legal Experts / Practicing Advocates on Arbitration

REGISTRATION FEE

PARTICIPANTS FEES	AMOUNT	
➤ Delegate Fee	Rs. 6000.00 (Rs. 7080/- including GST 18%)	10% discount for 5 or more delegates from the same orgn.
➤ IIMM Members	Rs. 5000.00 (Rs. 5900/- including GST 18%)	
➤ Academicians / Students	Rs. 3500.00 (Rs. 4130/- including GST 18%)	
Inclusive of Seminar Kit, Lunch, Tea and Technical Papers		

SPONSORSHIP	AMOUNT	BENEFITS
Gold Sponsorship	Rs.3,00,000.00	Gold Sponsorship - Four Delegates + Logo on backdrop
Silver Sponsorship	Rs.2,00,000.00	Silver Sponsorship - Three Delegates + Logo on backdrop
Seminar Lunch	Rs.1,75,000.00	Seminar Lunch - Two Delegates + Logo on backdrop
Seminar Kit	Rs. 1,00,000.00	Seminar Kit - Two Delegates + Logo on backdrop
Plus GST 18% All Sponsorship Amount		

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Payment by Cheque / DD payable in favour of "Indian Institute of Materials Management (IIMM), New Delhi or RTGS/NEFT online payment

INDIAN INSTITUTE OF MATERIALS MANAGEMENT (IIMM)

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SEMINAR PROGRAMME TIMING: 09.00am to 05.00pm

Chairman, IIMM Delhi Branch

Mr. Sanjay Shukla

Mob: 9818317929

Seminar Chairman & Coordinator

Mr. T G Nandakumar

Mob: 9811799045



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Cheque / DD No. _____ Date _____ drawn on _____ for Rs. _____ in favour of "Indian Institute of Materials Management (IIMM), New Delhi is enclosed.

Thanking you,

Yours faithfully,

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