Seminar on

Legal Aspects of Purchasing & Contracts

Friday, December 7, 2018 - 9.30 a.m. to 5.00 p.m.

AHMEDABAD MANAGEMENT ASSOCIATION

Venue: Torrent-AMA Management Centre, Core-AMA Management House, AMA Complex, ATIRA Campus, Ahmedabad-15

ABOUT THE SEMINAR: Purchasers/ Contracts Managers are not expected to be lawyers. Yet, they being agents of their employers/ companies are expected to discharge their functions with due diligence. Each purchase order is a legal contract and should meet the requirements of applicable laws. The seminar will provide the participants with the basic legal framework, so that rugged contracts are made and unintended errors are not made. After the release of Purchase order/ Contract, its follow up and execution is also important in order to ensure supplies/ execution of contract. The seminar will also cover from drafting of contracts to delivery of contracted goods or services.

COURSE CONTENT

1. **Purchasing:** Legal Aspects: Law of Agency, D2D2D of Contracts
2. **Essential Elements of a Valid Contract: a).** Eight Features of a Valid Contract: Rights & Duties of a Buyer, Rights & Duties of a Seller; **b)**. How to make a contract "rugged": Contract Terms & Conditions: Payment, Force Majuere, Quality, Intellectual Property, Price Variation, Quantity Variation, Product Liability, Jurisdiction, Penalty vs Liquidated Damages, Guarantee Vs Warranty, Contract Amendments, Delivery Terms/ INCO Terms 2010; **c).** Checklist for finalizing local/ national/ international contracts
3. **Basic Laws Applicable to Contracts: a).** Indian Contracts Act, Indian Sale of Goods Act; **b).** What makes a Contract Invalid: Remedies for breach of contract; **c).** Penalty and liquidated damages; **d).** Arbitration, Mediation & Reconciliation Processes
5. **Contract Negotiations & Commercial Terms: a).** Negotiation principles, tools, techniques & terms; **b).** Using Negotiation for Resolution of Disputes (D2D2D)
6. **Contract Risk Management: a).** Causes of risk, when to address these?; **b).** Risk Anticipation, Contingency Plans & Risk mitigation

FACULTY: Mr Ashok Sharma, Bachelor of Technology from the *Indian Institute of Technology (IIT, Delhi)* and MBA from the Faculty of Management Studies (FMS). **He successfully completed specialized programmes at the *Wharton School of the University of Pennsylvania & the American Management Association, USA.*** He has been a visiting faculty at several management institutes and has conducted over 1500 seminars***.***
He is a UN Certified and trained Trainer and has been practicing as a Management Consultant & Trainer for over a decade. *He is the recipient of several awards.* He has **corporate experience of 35 years in senior positions as** Vice President, Blue Star Ltd, Whole Time Director, Mather & Platt Ltd, Chief Operating Officer, TechNova Imaging Systems Ltd. & President, Pidilite Industries Limited. He is **Former President of Bombay Management Association (BMA), National President of Indian Institute of Materials Management & World President, International Federation of Purchasing & Materials Management, IFPMM (now headquartered at UK).**

FEE: Rs.1600/- per participant inclusive of GST. Concession for Member 10%, Patron Member 20%. Fee includes course fee, cost of reading material, lunch & refreshment. Cheque should be drawn in favour of "**Ahmedabad Management Association**".

Programme on Legal Aspects of Purchasing & Contracts **December 7, 2018**

REGISTRATION FORM: Please fill-in and return this form along with participation fee to:
Ahmedabad Management Association, Dr. Vikram Sarabhai Marg, ATIRA Campus, Ahmedabad 380 015.
Mobile: 9537407187, 7069940917, 7203030990 • Phone: 079-26308601-2-3-4-5 • Fax: 079-26305692
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Cheque should be drawn in favour of "**Ahmedabad Management Association**".

Name(s) Position

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Organization:

GST No.: AMA GST No.: **24AAATA 5881D1Z0**

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Telephone(s): Mobile:

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