



Programme on

Procurement & Contracts Management

Saturday, January 12, 2019 • 9.30 a.m. to 5.00 p.m.

Venue : Torrent-AMA Management Centre, Core-AMA Management House, AMA Complex, Dr. Vikram Sarabhai Marg, Ahmedabad 380 015

COURSE CONTENT

- What is Right Procurement ?
- 7 'Rs': Buying Materials of Right Quality, in Right Quantity, at Right Price from the Right Source. Right Time, Right Place & Right Terms
- Modern Trends in Purchasing: E- Procurement & Reverse Auctions
- Spend Analysis & Management, Green Purchasing, SA-8000, P-Cards, Purchase Market Research (PMR),
- Vendor Management & Evaluation: Vendor Improvement Programme (VIP), Supplier Relationship Management (SRM)
- Legal Aspects of Contracts: Indian Contracts Act & Sale of Goods Act, Contract Terms & Conditions
- Overseas Buying: INCO Terms 2010

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 like IIM, Ahmedabad & Indore, IIT, Bombay, Administrative Staff College, Hyderabad.

He has held senior positions as Vice President, Blue Star Ltd, President, Pidilite Industries Limited, Director, Mather & Platt Ltd and Chief Operating Officer, TechNova Imaging Systems Ltd. He is Former President of Bombay Management Association & International Federation of Purchasing & Materials Management (an international body of 40 countries affiliated to UNCTAD, Geneva) & National President, Indian Institute of Materials Management (IIMM)

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**".

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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.

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Cheque should be drawn in favour of "**Ahmedabad Management Association**".

Name(s)

Position

1.

2.

Organization:

GST No.:

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

Address:

Telephone(s):

Mobile:

E-mail: