

**Programme on  
International Sales Contracts**

**Friday & Saturday, July 13-14, 2018 • 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

With the globalisation of economies, international sales and purchase has increased dramatically. However, personalised negotiation and face to face resolution of differences may not be easily possible in international trade. The International Sales Contract has therefore to be robust and well drafted.

This programme will guide the participants in this vital area, generate understanding of various terms, possible interpretations, as well as negotiate clauses that strengthen their position.

**COURSE CONTENT**

**A: International Sales / and Service Contracts: Terms**

- |                             |                                 |
|-----------------------------|---------------------------------|
| 1. Language & Jurisdiction, | 2. Contract Structure & Clauses |
| 3. Price & Price Variation  | 4. Delivery Condition           |
| 5. Modes/ means of Payment  | 6. Date of Payment              |
| 7. Delivery Period          | 8. Delivery Delays              |
| 9. Ownership Clause         | 10. Fulfilment of Contract      |
| 11. Termination of Contract | 12. Insolvency of either party  |
| 13. Resolution of Disputes  | 14. Taxation.                   |
| 15. Language                | 16. Risks-Legal Risks           |

**B: INCO Terms/ Guide to INCO Terms**

- A. UN Convention International Sales of Goods (CISG)
- B. Conflicts of Law: Applicable Law: Competent Court/ Arbitral Awards/ Jurisdiction
- C: LCs-Types of , UCP 600
- D. Logistics in International Trade: Provision in Contracts.
- E. Model Contracts Drafts

**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 programme at the International Chamber of Commerce, Paris on Contracts and attended Management Development Programmes, including International Negotiations 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 & Supply Management (an international body of 40 countries affiliated to UNCTAD, Geneva). He has addressed UNCTAD Conference at Geneva, and several other conferences on international trade in different parts of the globe.

**Fee:** Rs.3200/- 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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**July 13-14, 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.

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

<b>Name(s)</b>	<b>Position</b>
1. _____	_____
2. _____	_____
<b>Organization:</b>	_____
<b>GST No.:</b>	<b>AMA GST No.: 24AAATA 5881D1Z0</b>
<b>Address:</b>	_____
<b>Telephone(s):</b>	<b>Mobile:</b>
<b>E-mail:</b> <input type="text"/>	<input type="text"/>