Celebrating 70 AMAzing Years

AHMEDABAD MANAGEMENT ASSOCIATION

Inductotherm – AMA Academy of Supply Chain Management

CONTRACTS MANAGEMENT

Contracting professionals skills and knowledge directly contribute to success and the growth of the organization and their career. All contemporary issues in which contracts management operate and the practical techniques are presented and applied during the course to ensure that the participants gain a better understanding of their own real contracts and to achieve the required outcomes.

OBJECTIVES

- Explain the way contracts planning, execution and monitoring is done.
- Identify the legal issues
- Devise strategies for managing contract risks
- Prepare participants for negotiating business contracts
- Explain the way commercial contracts are structured
- Discuss the Financial issues in contracts management
- Discuss Contract disputes and resolution

METHODOLOGY

- Interactive lectures
- Case studies
- Experience sharing
- Role play

CONTENTS

- Fundamentals of Contract Management
- Contracts planning
- Estimation and tendering
- Contract execution
- Contract monitoring and Control
- Contract Negotiations
- Legal aspects of contracting
- Contract risk management
- Claims management
- Financial management of Contracts
- Stakeholder management in contracts

FOR WHOM

The program will be of immense value for project managers, project professionals, senior and middle management executives involved in contract management, sub-contracting, procurement management, financial management of contracts and engineers wanting to make a career in contracts management.

PROGRAMME FACULTY

Mr. A R Parasuraman, (MCOM,FICWA, ACS,DMS,MFM-JBIMS), has presented management seminars for over 1000 multinational, national, and public and private sector companies in India.

Mr. Parasuraman has 20 years of industrial experience in Electronics, Power, Textiles, Pharmaceuticals and TATAs. He worked with an International Consulting Firm from UK on a Consulting Project for TATAs.

Programme Date:
November 28, 2026

Duration:
Full Day

Time:
9.30 AM to 5.00 PM

Format:



Programme Fee:
INR 1,500 (Incl. GST)
Concession for Members 10%;
Patron 20%. (Lunch included)

Last Date to Register:
November 27, 2026

Register

For bulk nominations and enquiries, please reach us at:

Mr. Dishank Panchal
Sr. Manager – Programs & Development
Mobile: 63525 56857
Email: dishank@amaindia.org

ISO 9001:2015 CERTIFIED

For enquiries and nominations, please reach us at:
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