




Contract Management & Contractual Disputes, Arbitration & Conciliation


PROGRAMME DURATION: 3 Days



Contact Information

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Programme Overview

This comprehensive programme aims to equip participants with a robust understanding of arbitration and alternative dispute resolution (ADR) methods, alongside essential skills in contract negotiation and management. The curriculum covers various facets of arbitration, project finance contracts, negotiation strategies, and consumer protection laws, providing a holistic perspective essential for professionals in legal, business, and project management sectors.

Programme Objectives

The Completion of the Course aims at the following learning -

- Understand various alternative dispute resolution methods and their applications in conflict resolution.
- Gain insights into project finance contracts and effective contract management strategy.
- Develop essential negotiation techniques for both domestic and international business contexts.
- Study key legal principles surrounding consumer protection and techno-commercial contracts.
- Examine the implications of e-contracts and digital signatures in the modern business landscape

Deliverables

- Participants will learn about arbitration and various alternative dispute-resolution methods.
- There will be an in-depth exploration of Arbitral Tribunals and Investment Arbitration.
- Case studies will highlight effective negotiation strategies in financial contexts.
- An analysis of project finance contracts will cover aspects like insurance and taxation.
- Insights will be provided on managing EPC/DPC contracts and related negotiations.
- The programme will include a review of contract management processes pre-and post-award.
- Guidelines for negotiating domestic and international contracts will be discussed.
- Key features of modern business contracts will be highlighted.
- Concepts of negotiation and their managerial implications will be explored through case studies.
- Best practices in procurement and contract execution will be examined with PSU examples.
- Case studies will focus on overrun claims in techno-commercial contracts.

Pedagogy

The programme utilizes an interactive pedagogical approach, combining lectures with hands-on learning experiences. Participants will engage in case studies to apply theoretical concepts to real-world scenarios. Guest speakers from the industry will share insights, providing a comprehensive learning experience that bridges theory with practice.

Target Audience

This program is exclusively designed for Senior Management Officials of Public Sector Undertaking (GAIL)

Programme Details

Programme Dates: 4th to 6th September, 2024

Mode: In Person

Venue: Gail Training Institute ,Plot No 5-14, Sector 16A, Noida -201301





Programme Instructors

Dr. Navin Shrivastava

Associate Professor (OB & HR)



Dr Navin Shrivastava is an Associate Professor at Birla Institute of Management Technology. He is having more than 20 years of experience in Management and Law teaching and training. He was formerly associated with University of Indore and Amity University, India. He holds an MBA and LL.M. from University of Indore and a PhD in Management from University of Udaipur, India. His doctoral work is in the area of Employer Branding. He holds a certificate in Negotiation, authorized by University of Michigan and in social network analysis(SNA), authorized by IIM Mumbai (Formerly NITIE). His main areas of interest are contract negotiations, ADRs, employer branding, organizational effectiveness, spirituality at workplace and building value driven organizations. He has published and reviewed papers in national and international journals indexed in ABDC and Scopus. He has written a monograph on business laws. He has got a patent publication and design registration under his name. He has been awarded for his distinguished services by Birla Institute of Management Technology, India. He has conducted management development programs all around India at Government and Non-Government Organizations including leading PSUs, Armed Forces, Postal dept. etc.

Dr.Gopal Chandra Mondal

CFO and Company Secretary, iDeCK (Infrastructure Development Corporation Karnataka) Limited a JV company between Govt. of Karnataka, IDFC & HDFC



Dr. Gopal Chandra Mondal completed graduation, post-graduation, and a Master in Philosophy (M.Phil.) in Commerce from Calcutta University(CU). He holds a Ph.D. degree in Economics from Vidya-Sagar University, West Bengal and an LLB from CCS University, Meerut. He is also a member of the esteemed professional Institutes i.e. (a) The Institute of Company Secretary of India (b) The Institute of Costs Accountant of India and (c) The Institute of Chartered Secretaries and Administrators (ICSA), UK.

Dr. Mondal has more than 23 years of work experience in various industries in a different position with expertise in the areas of (a) CSR & Corporate Governance, (b) Taxation, (c) Secretarial, Risk and Compliance Management,(d) Audit, Accounting & Finance and (e) Public Private Partnership (PPP) model infrastructure sectors, etc. After serving more than 14 years in IDFC Group Companies, recently he moved to Infrastructure

Development Corporation (Karnataka) Limited (called iDeCK), a JV company between Govt. of Karnataka, IDFC & HDFC in the position of CFO and Company Secretary.

Dr. Mondal also acts as nominee (non-executive) director on the Board of (a) Uttarakhand Infrastructure Development Company Limited and b) UTGM Advisory Services Private Limited.

Recently, he was awarded a Ph.D.in Economics on his research work "An Analysis of the Performance of Merger & Acquisition M&A) of some selected Indian Commercial Banks during 2000-2015".





Mr. O.P. Khorwal

Director at Excel Engineering and RTI Consultant Retd. GM (NTPC)



O.P. Khorwal did B.Sc. Engineering (Mechanical) from DCE, Delhi University in the year 1975, L.L.B. (CCSU) UP, Post Graduate Diploma in Business Administration from Board of Technical Education, Delhi in 1986, Certificate Course in Export Marketing from IIFT, Delhi in 1989, Diploma in German Language from Max Mueller, Pune in 1980, (Goethe Institute Germany). He attended RTI Program at Administrative Staff College, Bengaluru & Advance Management Program at ASC, Hyderabad, Procurement of goods & services under World Bank, USA, Boards of Leaders programme in Dubai, Power Plant Engineering At Abu Dhabi, & many more.

He had Joined BHEL, in the year 1976, associated for design & engineering of 200 & 500 MW Turbines equipment. Subsequently, he joined NTPC in the year 1982 after successful 30 years in various departments superannuated in 2012 as General Manager with total experience of 37 years in PSUs. During the period, he had been associated in various capacities with Corporate Contracts, Consultancy Contracts, Project Mgt. CSR-Foundation, Corporate planning, CPIO - RTI etc.

He was instrumental in development of the Risk Management Policy for operating power stations. Presently, he is visiting consultant to SCOPE, CEO, Excel Engineers & Consultant, Arbitrator on panel of SFCA, Indian Arbitration Center, FICCI, Advocate with member of Bar Council of Delhi High Court & Faculty to various organizations such as BHEL, BCCL, BCPL, BIMTECH, Coal India, CCI, HUDCO, REIL, HAL, HSL, IOCL, IRCON, ISTM, ITDC, NSPCL, NESCL, GAIL, GAIL Gas, SAIL, NHPC, NTPC, NICS, OIL, Indian Rare Earth Corp, (IREL), Vizag Steel Plant (VSPT) etc.

The main areas of training being provided are on Contracts Management, Public Procurement, E-Procurement, International Procurements, (World Bank/JBC/ADB Financed), Arbitration, Right To Information Act (RTI), Transparency Audit, Prevention of Sexual Harassments, (POSH), Records Management, Preventive Vigilance, etc. So far, he has conducted more than 200 training program/workshops.

He has also been faculty to BIMTECH, Commonwealth Human Rights India, Power Management Institute, Noida, Institute of Secretarial Training & Management (ISTM), PSUs, SCOPE, etc. He is actively associated with various professional bodies such as Life Member of AIMA & IPE, RTI Forum of CHRI.

He has widely travelled on official & personal visits to Switzerland, Europe, United Kingdom, Middle East & South East Asia countries etc.

