



IIM

भारतीय प्रबंध संस्थान विशाखपट्टणम
Indian Institute of Management Visakhapatnam



THE WORLD BANK

IBRD • IDA | WORLD BANK GROUP

Workshop on

CONTRACT MANAGEMENT & DISPUTE RESOLUTION

(with technical support of the World Bank)

March 21-23, 2024

IIM Visakhapatnam, City Campus



iimv.ac.in

About the Workshop

India's spending on infrastructure projects is poised to witness doubling to Rs.143 lakh crore between fiscals 2024 and 2030, compared with 2017-2023. Accordingly, the size and complexity of the projects undertaken and executed is all set to witness a quantum jump in number. This calls for capacity-building of an increased number of stakeholders who will contribute even more to this sector, in the coming years.

The diverse group of organizations that strive to complete the entire set of activities unique to each of these projects would be bound to each other through a large number of contracts that would spell out the scope, terms and conditions of each contracting entity. Thus, managing and monitoring these projects would necessitate managing the provisions of the contracts that bind them legally. There would be contracts at the pre-construction phase, the construction phase and at the operations and maintenance phases, that require unique handling.

Thus, management of the vast number of projects that contribute to the development of infrastructure depends vastly on how efficiently and effectively the underlying contracts are managed.

It is in this context that an understanding of techniques and legalities of contract management assumes utmost importance for all organizations that are involved directly or indirectly in this domain.

With this goal in mind, the Indian Institute of Management Visakhapatnam with the technical support of the World Bank, is organizing a 3-day Workshop on "Contract Management and Dispute Resolution".

Workshop Objectives

This 3-day Workshop is designed to help participants:

- Enhance their skills in the area of contract management.
- Understand the nuances of associated legal aspects.
- Network with professionals and practitioners from the domain across diverse organizations, with common focus and converging interests.
- Gain from the exchange of constructive ideas and sharing of experiences.
- Contribute in an even higher measure, to the efficiency and effectiveness of their organizations.

Broad Workshop Content

- Downstream Contract Management covering:
 - Types of contracts
 - Contractual clauses and their interpretations
- FIDIC: Major Clauses and Provisions
- Legal aspects of contract management covering:
 - Arbitration (including international arbitration), mediation and conciliation.
 - Determination of damages
- Overseas logistics and INCOTERMS



Pedagogy

The teaching approach will be conducive to participative and interactive learning. The pedagogy will be tuned to experiential learning with classroom discussions and group exercises.

Target Audience

Officers, executives, professionals, and practitioners who work or have an interest in the area of contract management and associated legal aspects, directly or indirectly.

Certification

Participants who successfully complete the workshop will receive a Certificate from IIM Visakhapatnam.

Workshop Dates

March 21-23, 2024 (Thursday-Saturday)

Workshop Venue

Indian Institute of Management Visakhapatnam
City Campus (Andhra University Precincts), Visakhapatnam: 530 003

Accommodation

The Workshop is residential in nature. Participants will be provided with single-occupancy accommodation in a popular hotel near the beach, close to the Workshop venue.

Check-in : After 1400 Hrs. on 20 March 2024;

Check-out : Before Noon on 24 March 2024.





Workshop Fee

Total INR 10,800 (Rupees Ten-Thousand, Eight hundred only) per-day, per-participant plus Goods & Services Tax at 18%; i.e., INR 38,232/- (Rupees Thirty-Eight Thousand, Two-Hundred and Thirty-Two only) for the entire three-day Workshop.

The Workshop Fee includes:

- Tuition Fee
- Soft copy of the World Bank Contract Management Training Manual.
- Welcome kits.
- Courseware/reading material.
- Airport transfers.
- Board and lodging.
- Transport between the hotel and the campus.
- Local sight-seeing in the evenings after the class sessions on Day-1 and Day-2 and post-lunch, on Day-3.

Fee Payment

The fee in full is required to be paid to IIM Visakhapatnam, prior to participation in the Workshop.

Registration

Nominations should be sent to:
The Chair (Executive Education Programs)
 Indian Institute of Management Visakhapatnam
 Andhra Bank School of Business Building,
 Andhra University Campus, Visakhapatnam: 530 003
 Andhra Pradesh, India
 Telephone No.: +91-891-282 4444; E-mail: eep-chair@iimv.ac.in; eep-office@iimv.ac.in

The registration for the course shall close on 11 March 2024.

Workshop Directors

- Advocate Shri Ashutosh Kumar Mishra, ashutosh.mishra@iimv.ac.in
- Professor S Chatterjee, s.chatterjee@iimv.ac.in

For any additional information on the Workshop, the Workshop Directors may be contacted.



Academic Resource Persons for the Workshop



Advocate Shri Ashutosh Kumar Mishra

Briefs CVs of the Academic Resource Persons for the Workshop

Advocate Shri Ashutosh Kumar Mishra

Shri Ashutosh Kumar Mishra is currently Adviser to the Indian Institute of Management Visakhapatnam and Partnership for Transparency Fund (PTF). He is an Advocate on Record, Supreme Court of India. Shri Mishra is working to bring to the fore the agenda of good governance at the pan-India level. He worked as Independent Consultant for Construction Sector Transparency Initiative (CoST) and Commonwealth Secretariat, UK. Earlier, he was associated, as Consultant, for the Project "Promotion & Adoption of Responsible Business Practices by Corporates in India", under the Global Siemens Integrity Initiative implemented by the Confederation of Indian Industry (CII). He is formerly Executive Director, Transparency International India. He specializes in areas of Promotion of Ethical Business Practices in Organizations, Public Procurement, Integrity Pact, Anti-Corruption Programs, to name a few. He has conducted various training programs covering issues related to ethics and transparency in business for the officers of the public as well private sector companies. He has also published various research papers and articles in the areas of public procurement, corporate governance, public policy, Integrity Pact among others. He has multi-disciplinary background evidenced by his two bachelor's degrees; Mineral Engineering from the Indian Institute of Technology (IIT-ISM), Dhanbad and Bachelor of Laws from Delhi University, followed by a Management Program in Public Policy from Indian School of Business (ISB), Hyderabad.



Prof. S Chatterjee

Prof. S Chatterjee

Prof S. Chatterjee is currently Sr. Consultant at Indian Institute of Management Visakhapatnam. Prior to this engagement, he was Professor and Dean at the Management Development Institute Gurugram (multiple roles, multiple times). Before joining Management Development Institute Gurgaon, Prof. Chatterjee was a professor at the Administrative Staff College of India, Hyderabad. Prof Chatterjee is a Mechanical Engineer from BITS Pilani and obtained his MBA from IIM Bangalore. He has thereafter obtained his PhD in Materials Management from Barkatullah University, Bhopal while working with Bharat Heavy Electricals Limited (BHEL). Prof Chatterjee began his professional career with TELCO, Pune where he worked for a period of two years in the production and maintenance departments. Thereafter, he worked with BHEL at its Bhopal Plant for 17 years. While in the industry Prof Chatterjee maintained close links with the academic world and was a visiting faculty at IIM Indore and at the Indian Institute of Forest Management, Bhopal. He has also conducted programs on materials management for the Confederation of Indian Industry at New Delhi, IPCL Vadodara, Tata Telecom and ITC, Hyderabad. Prof Chatterjee authored a book – “Applied Materials Management” published by Sage Publications India Private Ltd. which has been well received both by practicing professionals in the area and by management schools. Prof Chatterjee has led a number of consultancy assignments, the major ones amongst them being the Restructuring of the Directorate General of Foreign Trade, Restructuring of Engineers India Limited, Work Study of Banking Hall Activities of Reserve Bank of India Mumbai and Manpower Assessment for Hyderabad Traffic Police.



Shri Ajit Kumar Mishra

Shri Ajit Kumar Mishra

Shri Ajit Kumar Mishra is a graduate in Civil Engineering from Indian Institute of Technology Kanpur and has Management education from IIM Kolkata. He is a Fellow of Chartered Institute of Arbitrators (FCIARB), Fellow of Asian Institute of Alternative Dispute Resolution (FAIADR), Fellow of Indian Council of Arbitration (FICA) and Fellow of Chartered Institute of Logistics & Transportation (FCILT).

Shri Mishra has earned the FIDIC Certified Trainer (FCT) badge, and he is an accredited FIDIC Trainer. He is also a FIDIC Certified Adjudicator (FCA) certified by the FIDIC Credentialing. Presently, he is working with Dedicated Freight Corridor Corporation (DFCCIL) in the Ministry of Railways as General Manager as Head of Contracts Management Division. He has over 25 years work experience in different capacities in planning and construction of infrastructure projects. He is a certified professional having vast experience in the field of Project Management, International Procurement, Contracts Management, Risk Management, Infrastructure Financing and Dispute Resolution. He is actively involved in Procurement of works being conducted through international competitive bidding as 'Design & Build' contract based FIDIC contract form and its execution through specialized Project Management Consultants and coordination with multilateral funding agencies.

He is extending services as Resource Person to United Nations Economic Commission for Europe (UNECE) as PPP Roster Expert. He is also extending his services as Arbitrator, Dispute Board Member, Mediator and Conciliator in adjudication of disputes. He has received several awards during service including 'National Awards of Outstanding Service' highest award given by Govt of India to an officer.

Credentials of IIM Visakhapatnam

- The **Indian Institute of Management Visakhapatnam** is an Institution of National Importance, established by the Government of India.
- The Institute's Vision is: “to champion and excel in educating and nurturing entrepreneurial leaders in creating innovative solutions for business, government, and society”.
- With a wide bouquet of academic and research offerings, rich in scale, scope, and specialization, the Institute enjoys a distinctive place among the business schools of the country (including IIMs), with several first-mover initiatives to its credit.
- The Institute is a sought-after destination for executive education and continuing professional education programs. The clientele include GOI ministries/departments, reputed public sector undertakings and private sector enterprises.
- The appended Factsheet has more details about the high achievements of the Institute.

