



भारतीय प्रबंध संस्थान कोषिकोड
Indian Institute of Management Kozhikode
Globalizing Indian Thought

Contract Management and Dispute Resolution

February 02 – 04, 2026

Program Overview

Effective contract management is pertinent for all business organizations. The contractual relationships are value building tools for organizations. However, if the contractual provisions are not properly drafted or negotiated, the purpose of contract may not be served. It is important for the modern-day business managers to understand the basic nuances of the contractual regulation and management. The relevance of contract as a tool for risk management as well as for business dispute resolution are emphasized in this course. Emerging contract law concerns related to competition and consumer regulation are highlighted for the benefit of business managers. With the increase in intellectual property licensing as well as the need for commercial confidentiality protection, the emerging use of contract for intellectual property rights management also becomes pertinent.

Objective:

- Awareness building about contract management strategies amongst the participants.
- This course also endeavors to sensitizing and developing skill related to contract design.
- Participants are exposed to various real-case contract law problems in the current business regulatory framework in India

How you benefit?:

The participants get benefitted through an understanding of the contractual management strategies that could be used in the Indian context. The program also intends to be a platform for peer learning by a proper understanding of the contract management design used in various industries.



Contents:

- Understanding Contracts
- Legal aspects of Managing Risk in Contract
- Risk Management Concepts for Contract
- Business to Consumer (B2C) Contracts: Salient issues
- Government Contracts
- Devising the Dispute Resolution Strategy
- Understanding Alternative Dispute Resolution (ADR) Process
- Dispute Resolution Issues in Contract Law
- IPR and Competition Regulation Issues in Contracts
- Negotiation and Influencing Pertaining to Contract

Pedagogy:

The program uses a series of practical legal issue analysis, discussion lectures, activities and exercises to aid participants in understanding contract management.

Targeted participants:

The program is designed for executives with at least two year experience in any industry vertical. The program is useful for participants dealing with both B2B as well as B2C contracts.

Facilitators:



Prof. Deva Prasad M
Associate Professor, Humanities &
Liberal Arts in Management

Programme Fee:

Rs. 60000 (Residential) |
Rs. 50000 (Non-Residential)
GST @ 18%

Cancellation Policy:

Joining instructions will be sent to the selected candidates 10 days prior to the start of the programme. Kindly do not make your travel plans unless you receive the confirmation email from IIM Kozhikode. If the programme is cancelled, the participants or the sponsoring organization will have the option to either get the fee paid by them adjusted against any other future management development programme(s) of the Institute or get a refund. IIM Kozhikode will not be liable for any other expenses incurred by the organization or the participant. Also the transaction fee will not be refunded.





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Management Development Programme

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