

**March 25 & 26, 2014**

9:00am – 5:00pm

**Venue: CEE@IBA, Karachi**



## OVERVIEW

Good contract management creates customer delight and consolidates long term win-win customer relationship.

Contract Law and its Management is a core activity of Industry, Trading or Service providers. Contracts not only bind the parties in legal obligations and framework, they are also instrumental in Risk minimization or elimination.

This course is arranged in a manner that its participants will not only understand its legal aspects but also they will get an in-depth idea/ knowledge from practical aspect.

## WHO SHOULD ATTEND

Since Contract is the need of every department of the organization. So, responsible executive of each department can attend it, like Finance, Procurement, HR, Admin, Marketing, Export and Sales.

## Testimonials

*“Real life and practical examples made it very interesting.”*

**Mr. Mashaal Mahnoor**  
Contract admin and Business Analyst,  
Weatherford Pakistan

*“The instructor. The way they conducted the workshop. Course Material. Experience with IBA CEE is tremendous.”*

**Mr. Imran Khan**  
Manager, Pakistan State Oil Co. Ltd.

*“Course instructor and material were really good, including the environment.”*

**Mr. Tahir Sartaj**  
Vice President, National Bank of Pakistan

## BENEFITS

Updating & orientation is an ongoing process.

The participants will be benefited by getting latest development in fields such as:

- Laws related to Contract,
- Specialized Contract,
- Electronic Transactions,
- International trade
- E- Commerce

Since the course is based on Case study methodology, the participants will have first-hand knowledge of market and trade.

## Some Past Participating Organizations

Centillion Consulting, English Biscuit Manufacturers Pvt. Ltd., Fauji oil Terminal and Distt Co. Ltd., GSK, Karachi Electric Supply Company, National bank of Pakistan, Pakistan Petroleum Limited, Securities & Exchange Commission of Pakistan, Total Parco Pakistan limited, Weatherford Pakistan, Wi-Tribe Pakistan



## FACULTY

**Mr. Rahat Aziz** is Currently, practicing as a Corporate Consultant. He is also a visiting Faculty at IBA, Karachi. The last engagement of Mr. Rahat Aziz was with Sindh Judicial Academy where he conducted several programs for all the tiers of Judiciary. He also arranged different training programs for leading institutions like SBP, SECP, Pakistan Navy and many others. Rahat Aziz is also one of the lead trainer of ICAP's Directors Training Program approved by SECP. Besides this he is also Master trainer with USAID-The Asian Foundation for NPO/ NGO program. Mr. Rahat Aziz has been engaged with the following training forums. IBA-CEE, CMEC-IoBM, EFP, NIBAF-SBF, SECP-KTBA, Institute of Leadership Development.

## TOPICS COVERED

- Legal Aspects Of Contracts:
- Legal Provision regarding Creation of Contracts.
- Legal Provision regarding Dischagement of Contracts.
- Legal Provision regarding Specialized Contracts.
- Practical Aspects of Contract Management.
- Practical handling in creation of Contracts.
- Practical approach in inculcation of terms of the Contract
- (Boiler plate terms)
- Practical approach in handling of disputes in Contracts

## Workshop Fees PKR 20,000/participant

Inclusive of Course material, IBA Workshop Certificate,  
Lunch, Refreshments & Business networking

*Experience*

**EXECUTIVE  
EDUCATION**

Centre for Executive Education, IBA, Karachi

Center for Executive Education (CEE)  
Institute of Business Administration City Campus.  
Off Garden Road, Karachi-74400.

### For Further Information

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