

MANAGING RISK THROUGH CONTRACTS

DATE:

23 & 24 February 2023

INVESTMENT:

40,000^{+5% SST}

VENUE:

IBA , City Campus



OVERVEIW

Contract Law is one of the branches of law which is intertwined with all spheres of life, be it a small transaction of buying a Coke from the canteen to major business transactions of mergers and acquisitions, all revolve around the principles set in Contract law. It is understood that we do learn the relevant principles in their regular course of bachelors and masters but we fail to relate the principles with everyday transactions. When it comes to commercial and professional contractual relations,, many elements must be kept in mind. Each detail becomes important and should be dealt with urgency and utmost care. In short, all risks can be managed and mitigated if the contracts are made in a proper and professional manner .

LEARNING OUTCOMES

The main aim of this workshop would be to focus on practicalities involved in Contract law. There are four basic stages of contract management – negotiation, drafting, formation and execution. The workshop is designed to put in effect all four of these stages as well as going over theoretical principles. Participants will be placed in real life situations and will be given a set of objectives which they need to achieve during establishing a contractual relation between parties – this can involve business to business contracts and business to consumer contracts.



TOPICS COVERED

1. Formation of Contract and Vitiating Factors
2. Terms of the Contract
3. Discharge
4. Role of other commercial laws
5. Business Specific contracts – based on the participants
6. Risk Management Aspects
7. Drafting
8. Roleplay – Negotiation
9. Roleplay – Drafting
10. Roleplay – Vetting

WHO SHOULD ATTEND:

1. Managers of the Companies – especially the ones linked with Business Engagement and Procurement.
2. Faculty of Contract Law and Business Law.
3. Legal Practitioners.
4. Entrepreneurs who wish to manage the legal aspects of their business in a professional manner from the get-go.
5. Fresh graduates who wish to enter into commercial law field.
6. Government officials.
7. Armed forces officials linked with procurement and contract management.
8. Relevant Personal of NGOs and NPOs who engage in contract related activities on a regular level.

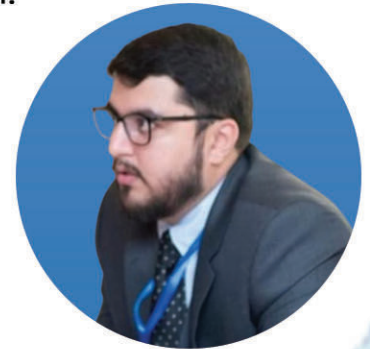
ABOUT TRAINERS

Rahat Aziz



Rahat Aziz is a law graduate from S.M. Law College and is pursuing his PhD from Punjab University, Lahore. He is enrolled in Sindh Bar Council as Advocate High Court and have an experience of more than 30 years in the field of Corporate and Commercial Law. He is considered as a trustworthy authority when it comes to interpretation of company laws and concepts. He has spent a considerable time in academic field as well being on the faculty panel of leading universities and CA centers of Karachi, such as Institute of Business Administration.

Sarmad Aziz



Sarmad Aziz is a law graduate from University of London International Programme (locally provided by SZABIST) and did his masters in business administration from Institute of Business Management (IoBM). He is enrolled in Sindh Bar Council as Advocate High Court and have an experience of more than 7 years in the field of Corporate and Commercial Law. He is an accredited mediator and have been a part of Steering Committee of Young Arbitrators Group of CIICA.



APPLY HERE:

<https://cee.iba.edu.pk/registration.php>

DISCOUNTS:

10% Discount for 2 or more than 2 participants from the same organization.

15% Discount for 5 or more than 5 participants from the same organization.

For discount details & sponsorships, please contact CEE Open Enrollment Program Office.

CONTACT US:

Phone: (92-21) 38104701

Ext: (1808, 1809, 1812, 1823)

Email: ceeinfo@iba.edu.pk

Website: cee.iba.edu.pk

Fax: (92-21) 38103008

IBA Karachi (City Campus) Off Garden Road, Karachi - 74400



PROGRAM POLICIES & PAYMENTS:

Registrations are only confirmed when full payment has been received from a participant. For a detailed cancellation policy, please visit: <https://cee.iba.edu.pk/cancellation-policy.php>. The Institute may cancel or postpone a program due to insufficient enrolment or unforeseen circumstances. In this case, the institute will refund registration fee, but will not be responsible for any other related expenses including cancellation/change charges by airline and travel agencies. The Institute reserves the right to make changes in its program dates, faculty, policies, and fees at any time.