

9th National Workshop

Strategic Commercial Contracts

• Drafting • Negotiation • Enforcement

Friday, 8 December 2023 | 10:00 AM – 4:00 PM | New Delhi

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About National Workshop

Commercial contracts form the backbone of business transactions and partnerships, playing a pivotal role in defining the terms, obligations, and rights of parties involved. Drafting, negotiating, and enforcing these contracts are crucial aspects of any successful business venture. In the ever-evolving global business landscape, keeping abreast of recent trends and best practices in the field of commercial contracts is essential for businesses and legal professionals.

India has seen a significant increase in the number of dispute cases, which can pose challenges for businesses. This rise in disputes may be attributed to various factors, including complex business transactions, changing economic conditions, and increased business activities. The

average four-year duration for resolving disputes can be a deterrent to the ease of doing business in the country. Lengthy legal proceedings can lead to uncertainty and financial burdens for businesses. To address these challenges, there is a growing need to promote and adopt Online Dispute Resolution (ODR) processes. ODR can offer a more efficient and cost-effective means of resolving disputes, making it an attractive option for businesses and individuals. It's crucial for businesses to ensure that their contracts are consistent with their specific requirements. Well-drafted contracts can help prevent disputes and provide a clear framework for resolving conflicts when they do arise.

Considering the immense relevance of the theme, ASSOCHAM is hosting **9th National Workshop on "Strategic Commercial Contracts - Drafting, Negotiation, Enforcement"** on Friday, 8 December 2023 in New Delhi. The workshop offers a unique opportunity to enhance contract management skills, stay current with the latest trends, and network with industry professionals. Join us in the transformative journey of understanding and navigating the world of commercial contracts. The professionals in corporate legal practice, associated in-house and consulting teams will have an exclusive opportunity to get insights on amendments in legal provisions, liability clauses as well as emerging trends in strategic approaches to commercial contracts from the doyens of the sector.



Key Discussion Areas

- **Recent Trends & Developments in Commercial contracts**
- **Commercial Contracts Structure**
- **Strategic Negotiation of Commercial Contracts**
- **Drafting Commercial Contracts**
- **Dispute Resolution Clauses & Mechanism**
- **Modification, Breach & Termination of Contracts**
- **Drafting of International Contracts**
- **Online Dispute Resolution – Impact Assessment and Way Forward**

Workshop Schedule

Date: Friday, 8 December 2023	Venue: IIC Annexe, Lecture Room I, Annexe Building, India International Centre 40, KK Birla Marg, Lodhi Gardens, Lodhi Estate, New Delhi 110003
Registration: 09:00 am - 10:00 am	Time: 10:00 am - 04:00 pm

Eminent Guests & Speakers

Chief Guest

- **Hon'ble Mr. Justice Dr. Mukundakam Sharma**, Former Judge, Supreme Court of India

Guest of Honor

- **Hon'ble Mr. Justice M.L. Mehta**, Former Judge, High Court of Delhi; & Chairman, Delhi Dispute Resolution Society, Government of NCT of Delhi

Eminent Speakers

- **Dr. G.V. Rao**, Senior Advocate, Supreme Court of India
- **Adv GP Madaan**, Co-Chairman, ASSOCHAM Task Force on Corporate Restructuring and M&A; & Managing Partner, Madaan Law Offices
- **Mr. Basudev Mukherjee**, Assistant Secretary General, ASSOCHAM
- **Mr. Divjyot Singh**, Founder & Managing Partner – Alaya Legal, Advocates
- **Ms. Minal Madan**, Founding and Managing Partner, SLP Law
- And other invited eminent guests & speakers

Flow of the Programme

Time	Session	Focus Theme
09.00 am - 10.00 am	Registration, Morning High tea/ Coffee, Snacks, and Networking	
10.00 am - 10.50 am	Inaugural Session	
10.50 am - 11.40 am	Session – I	Commercial Contracts Structure
11:40 am - 12:30 pm	Session – II	Strategic Negotiation of Commercial Contracts
12:30 pm - 01:20 pm	Session – III	Sustainability: Stress Tests and Enterprise Risk Management
01.20 pm - 02.20 pm	Lunch and Networking	
02:20 pm - 03:10 pm	Session – IV	Modification, Breach & Termination of Contracts
03:10 pm - 04:00 pm	Session – V	Dispute Resolution Clauses & Mechanism
04.00 pm	Networking Tea/ Coffee & End of the program	

Participant's Profile

➤ Corporate Counsels	➤ Head of Legal Departments	➤ Solicitors
➤ Contract Engineers	➤ Finance managers and business analysts	➤ Officers from Procurement and Purchase Department
➤ Quantity Surveyors	➤ Internal Auditors	➤ Business Development Managers
➤ Tenders Managers/ Holders	➤ Contract Managers of Legal Services	➤ Paralegals
➤ Law Officers/ Managers of Banks, FI's & other PSUs	➤ Corporate/Commercial Lawyers	➤ Trainee Solicitors/ Students of Law

Registration

Registration Process	Offline Registration	Please share the filled-in registration form along with the payment details to: vikash.vardhman@assochem.com & jatin.kochar@assochem.com
	Online Registration	Please register online using the following link: https://forms.office.com/r/xJAUv5e1kV

Participation for 🇮🇳	In-person (New Delhi)	Virtual
Fee (Per Participant)	₹ 5,000.00 + GST (18%)	₹ 2,500.00 + GST (18%)
Inclusion	- Lunch & Refreshments - Certificate of Participation	- Certificate of Participation

For Participation and registration queries, Please Contact:

Vikash Vardhman Mobile: +91 90277 88277 Email: vikash.vardhman@assochem.com	Jatin Kochar Mobile: +91 97119 04890 Email: jatin.kochar@assochem.com
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For more details, please contact:

Santosh Parashar

Director & Head, Department of Corporate, Legal and Regulatory Affairs

The Associated Chambers of Commerce and Industry of India

Corporate Office: 4th Floor, YMCA Cultural Centre and Library Building, 01 Jai Singh Road, New Delhi - 110001

E: santosh.parashar@assochem.com W: <https://www.assochem.org>

Glimpse of Previous Workshops



9th National Workshop

Strategic Commercial Contracts

• Drafting • Negotiation • Enforcement

Friday, 08 December 2023

10:00 AM – 4:00 PM

New Delhi, India



DELEGATE REGISTRATION FORM

I/ we would like to attend/ nominate the following:

	Delegate 1	Delegate 2	Delegate 3
Name			
Designation			
Name of Organization			
GST No. of Organization			
Address			
Tel #			
Mobile #			
Email			

Registration Fee (Per Participant)	₹ 5,000.00 + GST (18%) = ₹ 5,900.00
Inclusion	- Lunch & Refreshments - Certificate of Participation
Discount @ 10 % for ASSOCHAM members or for the participation of two or more delegates	

METHOD OF PAYMENT	PAYMENT DETAILS
<p>For NEFT/Online payment details: Bank: HDFC Bank Limited Address: 4/48, Malcha Marg Shopping Complex Chanakyapuri, New Delhi -110021 Saving Account No. 05031110000062 IFSC CODE: HDFC0004711</p> <p>DD/Cheque in favour of ASSOCHAM payable at New Delhi</p> <ul style="list-style-type: none"> • Fee once paid is non-refundable, although change of nomination is allowed under the same category. • Prior Registration is essential. 	

Name & Designation of nominating authority

(Signature)

Kindly send your filled-in registration form to:

Mr. Vikash Vardhman

Email: vikash.vardhman@assochem.com

Mob: +91 - 90277 88277

Mr. Jatin Kochar

Email: jatin.kochar@assochem.com

Mob: +91 - 97119 04890

ASSOCIATED CHAMBERS OF COMMERCE AND INDUSTRY OF INDIA (ASSOCHAM)

CORPORATE OFFICE: 4th Floor, YMCA Cultural Centre and Library Building, 01 Jai Singh Road, New Delhi - 110001