

CHENNAI MANAGEMENT ACADEMY

No.4/17, Valayapathy Street, N.H.3, **MARAIMALAI NAGAR** – 603 209.

Chengalpattu District, Tamil Nadu, India.

Phones: **9940193435 & 9789010796**

E-mail: **training@chennaimanagementacademy.com;**

chennaimanagementacademy@gmail.com;

cmta201819@gmail.com; cmta201819@yahoo.com;

Web: **www.chennaimanagementacademy.com**

LIVE ONLINE WORKSHOP (WEBINAR)

ON

IMPORTANT LEGAL ASPECTS OF PURCHASE / CONTRACTS AND SAFETY CLAUSES

DATE: MARCH 17 & 18, 2026 (Tuesday & Wednesday)

TIMINGS: 2.00 p.m. to 5.00 p.m.

(Webinar ID/ Password will be sent on receipt of programme fees)

ABOUT THE ACADEMY

We, The **Chennai Management Academy** focus on professional development and skill building of your workforce. Our customized, value oriented programmes, enable the executives to perform better and reach positions of greater responsibility.

Chennai Management Academy offers **Open House** as well as **In-house training courses** on wide range of topics catering to the growing needs of training industry.

The Chennai Management Academy's training activities are guided by Senior Faculty members viz. Mr. S. Ramachandran, (Ex. BHEL & Ex. Hindustan Motors), Mr. K. Rajasekaran, Ex. Senior Banker, Mr. N. Swayambhu, SCM Consultant, Mr. Mohan R. Lavi, Practicing Chartered Accountant etc.

The Academy is administered by Mr. **N. Govindarajan**, Formerly, Head (Training & Facilitation), **Management Study Centre**, (Blue Dot Corporate Solutions Private Limited), Chennai.

ABOUT THE PROGRAMME AND THE OBJECTIVES

Executives in Materials Management, Project Management and Sales/Marketing are dealing with Purchase Orders and Contracts on a regular basis. Some of the individual orders/ contracts may even run into several crores of rupees. Many a time, **as a matter of routine, the terms and conditions are incorporated/printed in the documents (while buying or selling) without fully understanding the implications of the clauses in such contracts.**

Commencing from the enquiry stage, then correspondence stage and finally negotiation stage **all the salient legal aspects are to be taken care of and the dealing executives should be clear about their requirements to safeguard their organization from any future litigations and financial losses.**

Even if litigations arise the terms and conditions incorporated in the specific order / contract should protect the organization and give them an upper hand.

It is to be noted in case of disputes arising out of the contract, many times buyers have lost the case because of insufficient / non-availability of data and incorrectly drafted contract.

One can achieve the desired result not only by having Techno Commercial knowledge but also reasonable exposure to the legal aspects.

Though the program is not meant to convert the participants into Lawyers, the participants will be exposed to the salient features of the laws relating to the purchase / contracts so that they are able to scrutinise the offers (tenders), conduct the negotiations and draft the Contracts/Purchase Orders more effectively to protect their organizations from any loss. In addition, even if they are doubtful about any terms and conditions stipulated by the other party they would not commit their organization without guidance and opinion of their Legal advisors before finalizing any deal.

TARGET AUDIENCE

**Executives from Purchase, Sales, Contracts, Projects
& Supply Chain Management**

COURSE COVERAGE

- Difference between an agreement and a contract - Objects of a contract - Doctrine of Caveat Emptor
- **Essentials of a valid contract**
- Offer – Validity – acceptance – withdrawal – revocation
- Formation of a contract - Kinds of Contracts
- Difference between Guarantee and warranty
- **Discharge of a contract - Breaches and Remedies**
- **Types of remedies - Liquidated Damages - Incorporation of force majeure clause and its operation**
- Place of jurisdiction - Letter of credits and its implications
- **Arbitration clause - set off clause - Cancellation clause**
- Care to be taken in dealing with foreign contracts – INCOTERMS
- **Example of real cases by the faculty in his career**

MEDIUM OF INSTRUCTION

English

FACULTY-TEAM

Mr. S. RAMACHANDRAN, B.E., B.G.L., D.L., P.G.D.M.

- ❖ **Has a total industrial experience of 36 years out of which more than 34 years in Materials Functions at B.H.E.L., Trichy and Hindustan Motors, Tiruvallur and subsequent twenty six years as a freelance consultant and trainer.**

- ❖ **He has handled all types of contracts - from Raw, Materials to Projects - with Indian and International organizations - including the procurement from Collaborators.**
- ❖ He had also been a resource person for various other forums like C.I.I, A.I.M.O, I.I.M.M., Productivity Councils of Chennai, Coimbatore and Salem, Anna Institute of Management etc.
- ❖ **At present he is with Chennai Management Academy as a senior faculty.**
- ❖ So far he has conducted around 2500 training programmes on various topics.

Mr. S. NAGARAJAN, B.E.

- He is a Mechanical Engineer from PSG College of Technology, Coimbatore.
- **Retired as Addl. General Manager at B.H.E.L. Ranipet.**
- Has a total industrial experience of 38 years in various units of B.H.E.L as Head of department's viz. Purchase, Sub-Contracting, Ancillary Development, Sub-Delivery Planning, Marketing, Project Management, Internal Audit, Operation Planning and Control, etc.
- Has conducted training programmes on 'Vendor Development and Management', 'Effective Inventory and Stores Management', 'Effective Negotiation Skills', 'Toyota Production System', 'Lean Manufacturing and Waste Elimination' etc.

SELECT LIST OF OUR TOP CLIENTS

MRF Limited	Sundram Fasteners Limited
Hindustan Aeronautics Limited	Bharat Electronics Limited
Mahindra Aerostructures Pvt. Limited	Toyota Kirloskar Auto Parts Pvt. Limited
Carborundum Universal Limited	ENRX Private Limited
Aurangabad Electricals Limited	Rane Group of Companies
The Ramco Cements Limited	The India Cements Limited
Balmer Lawrie - Van Leer Limited	Reitzel India Private Limited
YASKAWA India Private Limited	Chennai Petroleum Corporation Limited
TVS Motor Company Limited	Dynamatics Technologies Limited
Dalmia Cement (B) Limited	BEML Limited
India Nippon Electricals Limited	Vasudha Chemicals Private Limited
Sundaram Auto Components	Uflex Limited
Kalyani Maxion Wheels Private Limited	Linamar India Private Limited
Sandvik Minind and Rock Technology India Private Limited	Garware Hi-Tech Films Limited
Luk Plastcon Ltd.	Manipal Group
Simpson & Company Limited	Nirmal Industrial Controls Private Limited
Dana India Technical Centre Pvt . Ltd.	DeVal Flow Controls Private Limited
Burckhardt Compression (India) Pvt. Ltd	OWENS-CORNING (INDIA) PRIVATE LIMITED
Sance Laboratories Pvt. Ltd.	Chemplast Sanmar Limited
Caterpillar India Private Limited	Pyro Electric Instruments Goa Pvt. Ltd.
KUN Aerospace Pvt. Ltd.	UFI FILTERS INDIA PVT LTD
Novares India Automotive Private Limited	TVS ELECTRONICS LIMITED

COURSE FEE

Rs.4,000/- per participant

Volume Discount for Nominations: When you nominate **3 or more than three** participants for this programme, can avail **15% discount** on total course fee.

REGISTRATION TERMS AND CONDITIONS

Please note that the training programme will be conducted using the Zoom App. Platform. While login with Zoom App, following points may be deemed mandatory for company's / participant's consideration, before the registration process.

- 1. Only the participant's who have been specifically named (Registered for the programme) should login and attend during the programmes and none else.**
- 2. Participants are requested as mandatory, to mention his / her name as User Name.**
- 3. Each and every participant is required to attend the webinar separately and Group participation are normally not permissible.**
- 4. Participants are not permitted to attend the webinar in the Conference Room / Board Room, unless and otherwise, pre-information and consent from Chennai Management Academy is approved.**
- 5. Participants are requested to kindly keep the video in "Switch on mode" throughout the sessions. It is mandatory.**

REGISTRATION OF NOMINATION

We request you to provide following details for registration:

1. Name of the company with address:
2. Name of the participant(s) with designation:
3. Contact details of participants (Mobile No. & E-Mail I.D.) and HR / Nominating officers (Mobile No. & E-Mail I.D.):

Bank details for making NEFT / RTGS payment:

Account Holder's Name	CHENNAI MANAGEMENT ACADEMY
Beneficiary Bank Name	CENTRAL BANK OF INDIA
Beneficiary Bank Branch	MARAIMALAI NAGAR, TN
Beneficiary Bank Address	M. M. D. A. OFFICE BUILDING, 1 ST FLOOR, N.H.1, MARAIMALAI NAGAR – 603 209, DISTRICT CHENGALPATTU, TAMIL NADU, INDIA.
Bank Account No.	3669367388

Type of Account	CURRENT ACCOUNT
IFS code of Bank Branch	RTGS IFSC: CBIN0281742 NEFT IFSC: CBIN0281742
MICR CODE NO.	600016035

Cheque should be drawn in favour of '**Chennai Management Academy**' payable at Chennai.

Please note that as our organization's turnover is within the threshold limit of GST registration, hence, we are not registered under GST.

In case there are any changes in nominations, additions or cancellations, the Academy should be informed at least three days before the commencement of the programme.

Our address for communication is given below:

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