



Confederation of Indian Industry

14th DEFENCE ACQUISITION MANAGEMENT COURSE
17 – 18 January 2012, Gulmohar Hall, India Habitat Centre, Lodhi Road, New Delhi – 110003

COURSE STRUCTURE

Day 1: 17/01/2012 (Tuesday)

Time: 1000 Hrs – 1700 Hrs

- Module 1** : Understanding India's Defence Procurement Organisation and Procedure for Capital Acquisitions
- Defence Procurement Planning & Structures
 - Defence Procurement Procedure
- Module 2** : Procedure for Defence Revenue Procurements
- Module 3** : Quality Assurance in Defence – DGQA / CEMILAC procedures / International Standard
- Module 4** : Industry Participation in R&D and Defence Production Units
- Working with Defence Public Sector
 - Working with OFB
 - Working with DRDO

Day 2: 18/01/2012 (Wednesday)

Time: 0930 Hrs – 1630 Hrs

- Module 5** : Defence Offset Policy / Offset Banking / Offset Evaluation & Eligibility
- Module 6** : Policy on FDI / Export & Licensing Norms / JV's / Defence Taxation
- Module 7** : Commercial Evaluation Aspects
- Ascertaining of Lowest Bidder (L1) and Contract Drafting
 - Modalities of Negotiating Transfer of Technology
- Module 8** : Business opportunities in Indian Defence Sector