

Indian Institute of Technology Kanpur

Proposal for a New Course

Course Title: Public Procurement and Contract Drafting

Course No. : MBA***

Proposer: Sanjay Tandon, Professor of Practice, DIA CoE IITK

Department/IDP: Department of Management Sciences

Per Week Lectures: 3(L), Tutorial:0(T), Laboratory: 0(P), Additional Hours [0]: 0(A),

Credits: 9 credits

Prerequisite: None

Target Students: MBA Students and other interested PG students

Other Departments to which the proposed course may be of interest: DOMS

Other faculty members interested in teaching the proposed course: Faculty in DOMS taking course on Supply Chain Management

Semester: Even

Objective:

Public procurement involves the expenditure of significant public resources and therefore requires a careful balance between economy, efficiency, transparency, fairness, accountability and timely execution. This course aims to provide participants with a comprehensive understanding of the public procurement process in India, from identification of requirement and procurement planning through tendering, contract drafting, contract management and closure.

The course will cover the legal, financial and procedural framework governing public procurement, with particular emphasis on GFR 2017 and procurement manuals. A significant component will focus on contract drafting, enabling participants to understand how appropriate contractual provisions can clearly define the rights, obligations, risks and remedies of the parties.

The course will also address international procurement, including INCOTERMS® 2020 and Letters of Credit, wherever relevant to the procurement of goods and services from overseas.

A distinctive feature of the course will be its practical and case-study-oriented approach. Participants will examine common procurement and contractual situations. The course will therefore seek to develop not merely an understanding of procurement rules, but the ability to apply them effectively while taking sound, defensible and timely procurement decisions.

Course contents:

Description

1. Fundamentals of Public Procurement

App. No. Lectures (75 m)

2

2. Procurement Planning	1
3. Modes and methods of Procurement	1
4. Tendering and Bid Evaluation	3
5. Contract Drafting	8
6. International Procurement	4
7. Contract Management	1
8. Audit Vigilance and Dispute Management	1
9. Case Studies and Practical Exercises	6

Reference Books:

Primary Readings

- **General Financial Rules (GFR), 2017**, Government of India
- **Manual for Procurement of Goods** and **Manual for Procurement of Consultancy & Other Services**, Department of Expenditure, Ministry of Finance
- **INCOTERMS® 2020**, International Chamber of Commerce
- Relevant procurement rules, standard tender documents and contract conditions

Supplementary Readings

- **Indian Contract Act, 1872**
- **Sale of Goods Act, 1930**
- **Arbitration and Conciliation Act, 1996**
- **UCP 600 – Uniform Customs and Practice for Documentary Credits**, ICC
- Relevant CVC guidelines and procurement-related circulars

Estimated student enrolment: 20-25

Departments to which the proposed course will be of interest: IME, HSS, DOMS

Other faculty members interested in teaching the proposed course:

Any other remarks:

Dated: Sep 03, 2026 Proposer: Sanjay Tandon (PoP, DIA CoE IITK)

Dated: _____ DPGC Convener: _____

The course is Approved/ Not Approved

Chairman, SPGC

Dated: _____