



## ADMINISTRATIVE STAFF COLLEGE OF INDIA

Bella Vista, Raj Bhavan Road, Hyderabad - 500 082, India  
Ph : 0091-40-66533000, 66534247, Telefax: (Programmes Office) 0091-40-23324365,  
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**Prof. Mubeen Rafat**  
Programme Director

October 31, 2017

Programme on

### **Business Collaborations – Strategic Alliances, Joint ventures and Acquisitions**

(January 29 -31, 2018)

Dear Sir/Madam,

We are glad to announce the launching of our Programme on Business Collaborations – Strategic Alliances & Joint Ventures, to be held on a residential basis, at Hyderabad.

This intense three day programme has been designed to provide a comprehensive coverage of the tools and knowledge for setting up successful joint ventures and strategic alliances. The objective of the programme is to enable the participants to understand the business rationale for entering into such partnership agreements and also the identification of partners. The understanding of the key issues in drafting of legal agreements and the impact of taxation in structuring the partnership will be key takeaways of the programme.

This programme will be particularly applicable to those organizations that are looking for opportunities for business development through partnerships. The participant profile will be Directors, Senior executives and experienced finance and legal professionals involved in planning and execution of joint ventures.

The teaching methods used are - interactive sessions, case studies and discussions, using practical examples of cases from a wide range of industries such as oil & gas, pharmaceutical, FMCG and energy. A high level of intellectual involvement will be maintained throughout the programme, enabling the participants to leave with specific insights to contribute to the strategy development process in their organizations.

The brochure and nomination form are enclosed, photocopies of the nomination form can also be used.

The Nomination form, duly filled in, together with programme fee should reach us by January 15, 2018. Please contact me or the Programmes Officer in case you need any further information. My e-mail address is [mubeen@asci.org.in](mailto:mubeen@asci.org.in)

Looking forward to your response,

Thanking you,

Yours sincerely,

*Mubeen Rafat*  
**Mubeen Rafat**

Encl : Brochure & Nomination form



Administrative Staff College of India

Programme on  
**Business Collaborations – Strategic Alliances,  
Joint ventures and Acquisitions**

January 29–31, 2018



## PROGRAMME OVERVIEW

With the intensification of competition across industries, Business Collaboration Alliances have emerged as popular strategies for entry into new markets as well as growth in existing markets. Although Business Collaboration an opportunity to share the risks, costs and realize synergies, academic research shows that a majority of joint ventures & strategic alliances do not survive for more than five years. It is therefore essential that the partners fully understand the complex strategies and financial considerations in setting up these ventures. Added to this, the legal requirements and taxation aspects need to be evaluated before structuring the contractual agreements so that the interests of all partners are fully protected.

This three day intense programme is designed to provide a comprehensive coverage of the entire process of setting up joint ventures and alliances, right from strategic planning and negotiating phase through to the drafting and implementation of the contracts. It will provide insights into developing legal structures that can result in optimization of the tax adjusted returns to the partners in the context of prevalent regulatory environment. The pitfalls to be avoided and the possible areas of dispute that need to be identified, will also be demonstrated through real life case studies.

## PROGRAMME OBJECTIVES

1. To understand the strategic aspects of Business Collaborations
2. To develop insights into the legal, taxation and regulatory framework
3. To identify and manage problem areas and dispute resolution

## PROGRAMME CONTENT

- ◆ Business Rationale for setting up joint ventures and alliances
- ◆ Identification and Due Diligence of partners
- ◆ Structuring Options in Joint Ventures and Alliances
- ◆ Understanding joint venture agreements
- ◆ Direct and Indirect Taxation Aspects in Joint Ventures
- ◆ Management of problem areas, disputes and exit routes

## PARTICIPANT'S PROFILE

- ◆ Directors, senior executives and experienced finance professionals involved in strategic planning
- ◆ Legal Professionals involved in advising on Joint Venture Agreements
- ◆ Banking Professionals

## PEDAGOGY

The programme will be conducted through interactive sessions, case studies and discussions that will demonstrate current practice, using practical examples of cases from a wide range of industries such as oil & gas, pharmaceutical, FMCG and energy.

## VENUE

The Programme is fully residential and the participants will be accommodated in air-conditioned single rooms. However, the College does not provide accommodation for the family, transport between Airport /Railway Station and venue will be arranged by the College. The College is WiFi enabled.

## DURATION

The Programme duration is from **January 29-31, 2018**. The participants are expected

to arrive a day before the commencement and may leave after the conclusion of the programme.

### PROGRAMME FEE

Rs. 34,000/- (US\$1495 if foreign) plus GST @18% per participant will be charged to cover tuition, board and lodging, courseware (in electronic form) and other facilities of the College including Internet usage.

Rs.28,000/- plus GST @ 18% for Indian participants (who do not avail hostel accommodation) will be charged to cover tuition, course ware (in electronic form), working lunch and other facilities of the College including internet usage.

A discount of 10% on the Programme fee for three or more participants from the same organisation will be given, provided the payment is made in to our Bank account before January 25, 2018. Bank details are given below:

#### For Foreign Participants:

Receiver's	Bank of America, New York (SWIFT: BOFAUS3N)
Correspondent Bank	Via Chips ABA 0959 for Account UID 002473  Via Fedwire 026009593
For Credit of	State Bank of India, Treasury Department, Mumbai, India, SWIFT BIC – SBININBBH04Nostro A/c No.6550992180.
Ultimate Beneficiary	Administrative Staff College of India, Account No.62090698960, State Bank of India, Bellavista Branch, Raj Bhavan Road, Hyderabad.

#### For Indian Participants :

Bank Name	State Bank of India
Address line 1	6-3-1092, 1st floor, A Block
Address line 2	Bella Vista Branch, Raj Bhavan Road
Address line 3	Hyderabad – 500 082
Beneficiary A/c Name	Administrative Staff College of India
Bank Account Number	62090698675
Bank MICR No	500002306
NEFT IFSC Code	SBIN0020063

### ***Organisational sponsorship is essential***

**Note: Details of Bank / Wire transfer may be sent to fo@asci.org.in for confirmation.**

### MEDICAL INSURANCE

The nominees are requested to carry with them the proof of Medical Insurance. The sponsoring agency is required to endorse the nominee's medical coverage in the event of hospitalization.

### LAST DATE FOR NOMINATION

Please use the prescribed/attached form. Last date is January 15, 2018. Kindly contact Programmes Officer for further information (contact details are given at the end of the nomination form).

### LAST DATE FOR WITHDRAWAL

**January 22, 2018.** Any withdrawals after this date will entail forfeiture of fee paid, if any.

### ASCI ALUMNI ASSOCIATION

Participants of College Programmes will automatically become members of ASCI Alumni Association.

### CERTIFICATE OF PARTICIPATION

The College issues a Certificate of Participation on conclusion of the Programme.

Programme Director

**Prof. MUBEEN RAFAT**

E-mail: mubeen@asci.org.in

# ASCI Management Development Programs for 2017-18

## MANAGEMENT DEVELOPMENT PROGRAMMES

General Management Programme for Senior Executives (SEC) - 130	08/Jan/2018	02/Feb/2018
ASCI-NRCR Joint Certification Course on Improved Management of Land Acquisition, Resettlement & Rehabilitation (LARR)	29/Jan/2018	09/Feb/2018

## ECONOMICS

Financial Systems, Management and Accountability in Government - New Delhi	13/Nov/2017	17/Nov/2017
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## FINANCE

Finance for Non-Finance Executives	04/Dec/2017	06/Dec/2017
Strategies for Cost Leadership	08/Jan/2018	10/Jan/2018
Treasury and Risk Management in Banks/ Financial Institutions	22/Jan/2018	24/Jan/2018
Business Collaborations - Strategic Alliances, Joint Ventures and Acquisitions	29/Jan/2018	31/Jan/2018
Business Risk Management	05/Feb/2018	09/Feb/2018
Advanced Financial Management	12/Feb/2018	14/Feb/2018
Evaluating and Financing Public Private Partnership Projects	26/Feb/2018	2/Mar/2018

## HEALTHCARE MANAGEMENT

Certificate Course in Healthcare Quality	10/Jan/2018	12/Jan/2018
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## HUMAN DEVELOPMENT

Educational Leadership for Senior Level Officials of Universities/Educational Institutions	22/Jan/2018	24/Jan/2018
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## HUMAN RESOURCE MANAGEMENT

Leadership Engagement and Development	04/Dec/2017	08/Dec/2017
Conflict Management and Negotiation Skills	11/Dec/2017	13/Dec/2017
Team Dynamics- Activity Based Approach	11/Dec/2017	15/Dec/2017
Leadership Skills Development	18/Dec/2017	22/Dec/2017
Values Driven Leadership	08/Jan/2018	10/Jan/2018
Effective Learning and Development	08/Jan/2018	12/Jan/2018
Communication Skills for Managers	29/Jan/2018	02/Feb/2018
Building and Leading Effective Teams	05/Feb/2018	09/Feb/2018
Enhancing Interpersonal Effectiveness through Transactional Analysis	05/Feb/2018	07/Feb/2018
Positive Organizational Behaviour	12/Feb/2018	14/Feb/2018

Strategic Human Resource Management with International Study Tour (Singapore and Malaysia)	12/Feb/2018	24/Feb/2018
Decision Making for Effective Leadership	19/Feb/2018	23/Feb/2018
Strategic Human Resource Management	26/Feb/2018	02/Mar/2018
Managing Creativity & Innovation	05/Mar/2018	07/Mar/2018

## INFORMATION TECHNOLOGY

Leveraging Big Data and Analytics	20/Dec/2017	22/Dec/2017
IT Enabled Knowledge Management	29/Jan/2018	31/Jan/2018
e-Learning and Digital Education	26/Mar/2018	28/Mar/2018

## INFRASTRUCTURE DEVELOPMENT

Homes for All: Attaining the National Agenda	23/Nov/2017	25/Nov/2017
Urban Infrastructure Project Preparation and Management	22/Feb/2018	24/Feb/2018

## INNOVATION AND TECHNOLOGY

Strategic R & D Management	11/Dec/2017	13/Dec/2017
Managing Strategic Innovation	22/Jan/2018	24/Jan/2018

## MARKETING

Customer-Centric Brand Management	04/Sep/2017	06/Sep/2017
Creating Social Value Through Corporate Social Responsibility	11/Dec/2017	13/Dec/2017

## OPERATIONS

Materials and Supply Chain Management	27/Nov/2017	01/Dec/2017
Project and Contract Management	08/Jan/2018	12/Jan/2018
Procurement Procedures for The World Bank Aided Projects	12/Feb/2018	23/Feb/2018

## PUBLIC POLICY GOVERNANCE AND PERFORMANCE

Translating Entrepreneurship to Enterprise	04/Dec/2017	08/Dec/2017
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## STRATEGIC MANAGEMENT

Driving Performance through Transformational Leadership	19/Feb/2018	23/Feb/2018
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## URBAN GOVERNANCE

Towards Universal Sanitation in Urban Areas	11/Dec/2017	13/Dec/2017
GIS for Urban Development	18/Jan/2018	20/Jan/2018
Public Private Partnership in Urban Infrastructure & Service Delivery	07/Feb/2018	09/Feb/2018
Integrated Solid Waste Management	12/Mar/2018	14/Mar/2018



## Administrative Staff College of India

Bella Vista, Raj Bhavan Road, Khairatabad,  
Hyderabad - 500 082, India.

Telefax (Programmes Office) : 0091-40-23324365

Phone : 0091-40-66534247, Fax : 0091-40-66534356

## Delhi Campus

C-24, Institutional Area  
South of IIT, Behind Qutub Hotel

New Delhi-110 016.

Tel: 011-26962204, 26961750, 26961850

[www.asci.org.in](http://www.asci.org.in)



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Bella Vista, Raj Bhavan Road, Hyderabad - 500 082, (India)

## Nomination Form

Programme on

### **Business Collaborations – Strategic Alliances, Joint ventures and Acquisitions**

(January 29 -31, 2018)

#### Nominee's Contact Information :

Name (Mr/Ms) :	_____	Date of Birth :	_____
Designation :	_____	Qualification :	_____
Organisation :	_____		
Address :	_____		
Phone(s) :	(Off) : _____	(Mobile) :	_____
		Home :	_____
e-mail :	_____	Fax :	_____

#### Sponsor's Details

Name of the Sponsoring Authority _____	Designation _____
Organisation :	_____
GSTIN :	_____
Address :	_____
	_____
	Pincode : _____
Phone(s) :	(Off) : _____
	(Mobile) : _____
e-mail :	_____
	Fax : _____

#### Fee Particulars

Amount Payable :	_____	Mode of Payment (DD/Chq/NEFT) :	_____
Name of the Bank :	_____	Date of Instrument/Transfer :	_____
Instrument Number :	_____	UTR Number for NEFT :	_____

#### Medical Insurance

Name of the Insurance Agency	Policy Number	Validity upto
<b>Note : Coverage should be available in Hyderabad, India</b>		

Signature of the Sponsoring Authority :

NOTE : Forward nomination form to : **Ms. V. Naga Swapna, Programmes Officer**, Administrative Staff College of India, Bella Vista, Hyderabad-500 082. Phone : 0091-40-66534247, 66533000, Mobile: 9246203535, Telefax: 0091-040-23324365, Fax : 0091-40-66534356, e-mail: poffice@asci.org.in