

**MAKERERE UNIVERSITY BUSINESS SCHOOL
FACULTY OF PROCUREMENT AND LOGISTICS MANAGEMENT
ARUA REGIONAL CAMPUS
DEPARTMENT OF MARKETING AND MANAGEMENT
ACADEMIC YEAR 2025/2026, SEMESTER TWO**

COURSE OUTLINE

Programme : Bachelor in Procurement and Supply Chain Management
Course Name : Contract Dispute and Resolution Management
Course code : PSM3109
Course Level : Year Three (3)
Semester : Two
Credit units : 4
Contact Hours : 60

Course Facilitator:

Ms. Always Bella Flavia balwayo@mubs.ac.ug Tel: 777073213

Course Description

Contracts are part and parcel of business transactions. It is vital that they are well managed in order for the objectives of the procurement to be met. As a result of not adhering to contract obligations, disputes often arise in the procurement process. This course covers contract and dispute management.

COURSE OBJECTIVES:

By the end of the course, students will be able to:

1. Identifying the key factors to be taken care of while drafting a contract
2. Become skilful in negotiating contracts
3. Drafting clear and concise contract (reduce ambiguity in contracts)
4. Control cost and reduce external spend
5. Building Negotiation skills.
6. How to minimize claims by drafting a proper dispute resolution clause.
7. understand the relevant clauses in Joint Venture Agreement

LEARNING OUTCOMES

At the end of the course, students will be able to:

1. Discuss the basic concepts and principles of contracts and dispute management

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2. Design solutions to challenges and problems that arise in managing projects and disputes
3. Demonstrate an understanding of the principles of contract formation and contract law, forms of contract including local authority tender procedures, PFI and procurement processes

COURSE OUTLINE

S/N	TOPIC	CONTENT	HOURS
1	Understanding contracts and contracting	<ol style="list-style-type: none"> 1. Types of contracts and procurement contracts 2. The contracting process 3. Considerations in procurement contracts 	4 HOURS
2	Formation of Contract & Managing Risk in Contract	<ol style="list-style-type: none"> 1. The Building Blocks Concept 2. Scope of Work (SOW) 3. Variations 4. Consequential Damages 5. Breach/Material Breach 6. Liquidated Damages 7. Indemnities 8. Guarantees 9. Termination 10. Force Majeure / Hardship 11. Subrogation 12. Third Party Liability 	10 HOURS
3	Drafting Service Level Agreement	<ol style="list-style-type: none"> 1. An introduction to service level agreements 2. Measuring the performance of service provision and effective performance-based measures 	6 HOURS
4	Drafting Clear and Concise Contracts	<ol style="list-style-type: none"> 1. Drafting the front of the contract 2. introductory and lead in clause 3. Drafting Definitions 4. Contract Language 	6 HOURS
5	Drafting MOU, LOI NDA	<ol style="list-style-type: none"> 1. International Best practices in Drafting: - 2. Memorandum of Understanding 3. Letter of Intent 4. Non-Disclosure Agreement 	4HOURS
6	The Essentials of Drafting	<ol style="list-style-type: none"> 1. Understanding the Objective 2. Knowledge of the Counter-Party 3. The Eco-System 4. Standard Terms & Conditions 5. Tender/Bid Documents 6. Influence of Relative Bargaining Power 7. Drafting the Various Clauses 8. Binding & Non-Binding Agreements 	10 HOURS

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		<p>9. Warm-Up session with some simple documents</p> <p>10. The difference between an Unincorporated and Incorporated JV.</p> <p>11. Understanding the meaning & purpose of Consortiums.</p> <p>12. Due Diligence</p> <p>13. Risk</p> <p>14. Recitals</p> <p>15. Formation of a JVC</p> <p>16. Corporate Governance – Board and Management</p> <p>17. Dead Lock Resolution.</p> <p>18. Golden Share</p> <p>19. Veto Rights</p> <p>20. Transfer Restrictions</p> <p>21. Understanding ROFR/ROFO/DRAG/TAG/PUT/CALL</p> <p>22. Dispute Resolution</p> <p>23. Boiler Plate Clauses</p> <p>24. Schedules & Annexures</p> <p>25. Termination</p>	
7	Contract Interpretation	<p>1. Understand how contracts are interpreted in case of ambiguity</p> <p>2. Importance of priority of documents</p>	4 HOURS
8	Dispute management in the contracting environment	<p>3. Sources of disputes</p> <p>4. Dispute resolution</p> <p>5. Challenges of dispute management</p> <p>6. Dispute reduction strategies</p>	6 HOURS
9	Global contracting and contract management	<p>Considerations of managing international contracts</p> <p>2. Challenges of managing contracts in the international environments</p> <p>3. Solutions to challenges in international contract management</p>	6 HOURS
10	Contemporary issues in project and contracts management	<p>1. Ethics in project and contract management</p> <p>2. Consideration of cultural factors</p>	4 HOURS

Mode of Delivery

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BUSINESS SCHOOL

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11 FEB 2026

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- Lectures
- Group and class discussions
- Tutorials
- Guest Lecturer

Mode of Assessment

Course work 30%

End of semester examination 70%

Total 100%

Reference Text Book

1. Advanced project and contract management (2006), Chartered Institute of purchasing and supply
2. Project Management Institute, (2004), A Guide to the Project Management Body of Knowledge (Third Edition)

Reading List

1. James P. Lewis (2006), Fundamentals of Project Management (3 rd Edition)
2. J. Rodney Turner (2003), Contracting for Project Management, Gower Publishing Company (August 2003), Gower Publishing Company

