

Effective Negotiation Skills

Duration: 3 days

Dates: September 18-20, 2019

Programme Director: Prof. Prachi Bhatt

Fees : Rs. 24,000 (Non-Residential)*

: Rs. 40,000 (Residential)*

Plus GST @18%

INTRODUCTION

People come across situations that involve winning over people and influencing them. One is faced with negotiating challenges every day whether with colleagues, customers or with friends. Critical to the success in such situations from personal to professional, small to large, daily to extraordinary, is the ability to prepare and undertake negotiation process to mutual advantage. Negotiation is one of the key business and personal skills that fuel success.

OBJECTIVES

This training program has been designed with an aim to help participants identify one's own negotiation styles and acquire skills of effectively working through negotiations (difficult) and negotiators. It aims to instill appropriate attitudes for highly effective negotiators and develop skills and capabilities to influence decisions in negotiation situations professional and personal, to forge better deals.

CONTENTS

- Understanding Negotiation Process and Structure
- Preparation for Negotiation
- Strategies & Skills of Negotiations
- Influence and persuasion in Negotiation
- Impact of culture on effective negotiation
- Complexities of negotiating in teams

METHODOLOGY

Program would be delivered through a combination of:

- Role plays
- Case Discussion
- Industry interaction

WHO SHOULD ATTEND

The program will be useful to the managers in sales, marketing, purchase and human relations functions in public and private sector organisations. All those who conduct negotiations within or outside the organization will benefit most from the program.

PROGRAMME DIRECTOR

Prof. Prachi Bhatt: Associate Professor in OB&HR at FORE School of Management. She is Ph.D. and Masters in HRM (Gold Medalist). She has over 10 years of research and teaching experience. She is Certified in Negotiation Research and Teaching from one of the world's best B-Schools—Kellogg School of Management, Northwestern University, USA. Her research experience and corporate association covers projects with Zydus Cadila Healthcare Ltd, Ahmedabad, GCMMF Ltd, Anand, and Indraprastha Apollo Hospitals, New Delhi.

She has designed and conducted training programs for corporate executives- across management levels in both public and private sector organizations such as IFCCO, EIL, GAIL, Petronet LNG Ltd., Power Grid, ONGC Videsh Ltd., THDCIL, Idea Cellular Ltd, and many more. Executive training programs conducted by her include topics (in OB and HRM) such as Effective Negotiation, Culture and Change Management, Enhancing Managerial and Team Effectiveness, Interpersonal Skills, Organizational Culture, Competency Mapping, Psychometric testing and applications; and the allied areas. She also heads the Center for Psychometric Testing & Research (CPTR) at FORE. She can be reached at: <prachi@fsm.ac.in>.