

Management Development Programme
Improving Negotiation Skills
September 14-16, 2009
IMI Campus, New Delhi

Backdrop

Business and management situations involve winning over friends and influencing people. Whether internally with colleagues, subordinates and boss or externally with suppliers, customers and competitors, one is faced with negotiating challenges every day. Critical to the success in these situations is the ability to prepare and undertake negotiation process to mutual advantage.

Objectives

This training programme has been designed with an aim to help participants acquire skills of working through potentially problematic negotiations and negotiators and develop their skills of negotiation to influence decisions in various business situations.

Contents

- Negotiation process and structure;
- Preparation for negotiation;
- Strategic approach in using power and influence in negotiation;
- Negotiation and decision making;
- Negotiation in cross culture environment;
- Complexities of negotiating in teams
- Negotiating a contract, drafting a contract document & contract management.

Methodology

Programme would be delivered through a combination of:

- Case Study and Exercise;
- Simulation of a live negotiation;
- Interactive sessions and feedback.

For Whom?

The programme will be useful for junior and middle level managers in sales, marketing, purchase and human relations functions in public and private sector. All those who conduct negotiation within or outside the organization will benefit most from the program.