

**Management Development Programme**  
**on**  
**“Negotiation: Strategies, Tactics & Skills”**

**November 27 -29, 2019**



**Program Director: Dr. Irfan A. Rizvi**  
**Professor of Leadership & Change Management**



**International Management Institute**  
**New Delhi**

## INTRODUCTION

Business and management situations involve winning over competition, creating partnerships, leveraging relationship and thus creating wealth. Negotiation is the tool that is extensively used for building productive relations by all those who deal with people, both in social or business environments. All managers, whether while working internally with colleagues, subordinates and boss, or dealing externally with suppliers, customers, collaborators, competitors, or other social constituents have to negotiate their way through challenging situations on a routine basis.

Critical to the success in these situations is the ability to prepare and undertake negotiation process so as to build synergetic relationships towards mutual advantage. In spite of knowing the value of negotiation and indulging in it since childhood, only a few feel confident in '*navigating through the turbulent waters of human relationships*'.

This program on 'Negotiation: Strategies, Tactics & Skills' is focused on helping you ***negotiate your way to success*** so as to enable you to become an effective negotiator in social and business life, by equipping you with requisite tools, skills and confidence in this sphere.

## OBJECTIVES

This training program 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;
- Negotiation stages & actions thereof;
- Negotiation tactics and Strategies;
- Leveraging persuasive communication skills in negotiation;
- Skills for win-win outcomes;
- Bargaining to get the best outcome;
- Negotiating in teams;
- Negotiating across cultures.

## METHODOLOGY

Program would be delivered through a combination of:

- Role plays;
- Caselets;
- Diagnostic exercises;
- Video analysis.

## WHO MAY ATTEND

The program will be useful for junior and middle level managers in sales, marketing, purchase and human resources functions in business or not-for-profit sector

organizations in private or public domain. All those who conduct negotiation within or outside the organization will benefit most from the program.

## **FACULTY AND RESOURCE PERSONS**

IMI faculty members and eminent resource persons will share expertise and experience in various sessions.

## **PROGRAM DIRECTOR**

**Dr. Irfan A. Rizvi** is a Professor of leadership & Change Management at IMI, New Delhi since June 2011. In his 25+ years of professional career he has taught, trained, researched, consulted and led various academic and business organizations at private, public, non-governmental, and multinational corporations in India and abroad. Some of the organizations he has been associated are HCL Ltd (Reprographic Division), Faculty of Management Studies (University of Delhi), IILM Graduate School of Management, and NIS Sparta (a Reliance Anil Ambani Group Company). Dr. Rizvi is a visiting Professor of Organizational Behavior to the MBA programs at the National Graduate School of Management (NGSM), Australian National University (ANU), Canberra (Australia); Shanghai University, (China); and International School of Management, Dakar, Senegal (West Africa); and other Universities. As a practice oriented researcher, Dr. Rizvi has conducted and published research articles in many peer reviewed international journals of repute. In addition, he has supervised many PhD theses at various Universities in India. As a Leadership & Change Management specialist, he has conducted various research and consulting projects sponsored by AusAID-Australia, DFID-UK, SDC-Switzerland, World Health Organization (WHO), and World Bank. Dr. Rizvi has conducted several training workshops for senior executives of a wide variety of Government Departments (for IAS, IPS and Judicial officers), Public Sector Undertakings, and many Fortune 500 business Corporations on various issues related with people competency development, organization development, leadership & team, and change management.

With several years spent in leading teams and organizations, Dr. Rizvi has accrued critical experience in negotiating effectively utilizing with individuals and organizations. He extensively utilizes his training in psychology as well as management while conducting training workshops to help participants acquire requisite confidence and skills to deal with issues under discussion. Therefore, this training program on negotiation focusses on analyzing the psychology of players as well as the deal. Known for his highly energetic, participative, flexible, down to earth and inspirational approach towards training, he encourages participants to 'think tangentially' and expand their own horizons.

Dr. Rizvi defines his mission in life is to 'facilitate the growth & development of individual & organizations so as to enable them reach their highest potential.'

## **ADMINISTRATIVE DETAILS**

### **Dates:**

**November 27 - 29, 2019**

### **Venue:**

International Management Institute  
B-10, Qutub Institutional Area  
New Delhi 110016

## FEE

**Non-residential:** Rs. 25,000/- per participant (plus @18% GST) covering professional fee, program kit and tea/lunch.

**Residential:** Rs. 35,000/- per participant (plus @ 18% GST) covering professional fee, program kit and boarding and lodging (air-conditioned single room) at IMI Campus, New Delhi from noon of **November 26, 2019 till noon of November 30, 2019.**

## Group Discounts

- 10% discount on fee amount is available in case an organization nominates 2 or more participants to the program.
- 20% discount on fee amount is available in case an organization nominates 4 or more participants to the program.

Fee is payable in advance by way of local cheque/DD in favor of **“International Management Institute”** payable at New Delhi or through direct electronic fund transfer to IMI Bank Account, as per following details:

Allahabad Bank Account Number: 50084979288  
MICR Code: 110010007, IFSC Code: ALLA0211083  
Pan No. AAAT10972K; GST No. AAAT10972KIZJ

Please mention the program name while making payment through electronic fund transfer.

## REGISTRATION

The registration form duly filled in along with the program fee should reach us at least 7 days before the commencement date of the program. **In case of subsequent withdrawal or cancellation of registration no refund of fee will be allowed.** However, substitute(s) may be permitted with prior intimation.

## CERTIFICATE OF PARTICIPATION

A certificate of successful participation by International Management Institute (IMI) will be issued to each delegate at the culmination of the program.

## ABOUT IMI

International Management Institute (IMI) is India's first corporate sponsored Business School founded in 1981 with the original campus in New Delhi. The corporate sponsors included RPG Enterprises (lead sponsor), ITC, Nestle, Tata Chemicals, British Oxygen, SAIL, and Williamson Magor. It was set up in collaboration with the then IMI Geneva, now IMD Lausanne. Subsequently two other campuses were set up in Kolkata (2010) and Bhubaneswar (2011). In the last several years, IMI New Delhi has been consistently ranked in the top 10-15 Business Schools in the country and among the top 5 private Business Schools. It is accredited by the UK based Association of MBAs (AMBA), one of the top three international accreditation bodies for Business Schools globally.

IMI New Delhi has global linkages with leading schools in Europe, North America, and Asia. The Institute currently offers the PGDM, PGDM-HRM, PGDM-Banking & Financial Services, Executive PGDM and FPM (doctoral program). In addition, it has built a

vibrant Executive Education vertical offering training to management professionals from the corporate world. The Institute has been empaneled by the Government of India to train participants from developing countries under the International Technical & Economic Corporation (ITEC) program of the Ministry of External Affairs.

IMI New Delhi puts a strong focus on high quality research by its faculty leading to publications in international peer reviewed academic journals. Its faculty have PhDs from top international and national universities/institutes, with many of them also having significant corporate experience.

***For registration/any other information, please contact:***

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