



Workshop on Negotiation

Participants will benefit by learning to

- Negotiate towards mutual benefit
- Approach negotiation in a systematic manner
- Recognize negotiation patterns
- Approach with confidence
- What to avoid during negotiation
- Apply psychological principles effectively
- Apply proven industry best practices in your own style

Target audience

- Executives at all levels
- Executives that need to negotiate on regular basis as part of the job
- Customer-facing Execs
- Executives that co-ordinate with global clients
- Executives in Sales, Business development, Purchases, Vendor Management, Channel Management

Workshop outline

- Introduction to Negotiation
- Understanding Negotiation Environment
- Principles of Negotiation
- Goal oriented Negotiation
- Negotiation Patterns and Strategies
- Psychology of successful Negotiation

Workshop style

- Interactive
- Case studies
- Activity based
- Work related simulation

Workshop details

- Duration: 8 hours spread over 1 working day
- Typical Batch size: 10-12 participants
- Financial Details: INR xxxx

Facilitator Profile – RAI08RCBM

- Professional Experience: 26 years
- Domain Knowledge
 - IT Products & Services
 - Manufacturing
 - Retail
- Also facilitates learning such as
 - Problem solving
 - Critical thinking
 - Marketing Plan & Strategy
 - Conflict resolution for execs
 - Customer Relationship management