

FORE School of Management

Management Development Program on Negotiation for Business Success September 1-2, 2011 FSM 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
- Strategic approach in using power and influence in negotiation
- Negotiation and decision making
- Conflict resolution in negotiation
- Negotiation in cross culture environment
- Complexities of negotiating in teams
- Negotiating with unions

Methodology

Programme would be delivered through a combination of:

- Role plays
- Cases
- Industry interaction

Who May Attend

The programme will be useful to entrepreneurs and 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.