

Our other  
Management Development Programmes

Sl. No.	Programme Title	Dates
1.	Leveraging Social Media for Business Intelligence	April 23, 2018
2.	Advanced Management Programme	May 7-9, 2018
3.	Geopolitical Risk and Business Preparedness	May 24, 25, 2018
4.	Data Summarization and Presentation for Non-Technical Executives	May 28-29, 2018
5.	Effective Purchasing Skills & Strategic Sourcing	June 4-5, 2018
6.	Training of Trainers	June 11-13, 2018
7.	Quality Analytics	July 16-17, 2018
8.	HR Analytics	July 23-24, 2018
9.	Advanced Excel Training	July 26-27, 2018
10.	Developing an Intrapreneurial Mindset for Effective Leadership	July 30-31, 2018
11.	Finance for Non-Finance Executives	August 6-7, 2018
12.	Data Analytics for Expanding Markets	August 9-10, 2018
13.	Effective Communication for Women in the Workplace	August 20-21, 2018
14.	Decision Making Techniques for Managers	August 30-31, 2018
15.	Effective Negotiation Skills	September 4-6, 2018
16.	Hands on Workshop on Microsoft Excel Macros-2016	September 7, 2018
17.	Project Management	September 10-11, 2018
18.	Financial Management for Public Sector Enterprises	September 12-14, 2018
19.	Effective Communication and Presentation Skills	September 17-18, 2018
20.	Enhancing Personal Branding-Building Your Pathway to Professional Success	October 8-9, 2018
21.	Emerging Trends in Performance Management	October 10-12, 2018
22.	A Handshake with Disruptive Digital Technologies	October 15-16, 2018
23.	Crisis Communication	October 25-26, 2018
24.	Executing Strategies in World of Constant Disruptions	October 29-30, 2018
25.	Coaching & Mentoring for Personal and Professional Success	November 1-2, 2018
26.	Business Environment in the Middle East and Africa	November 15-16, 2018
27.	A Consultants Tool-Kit for Solving Strategic Problems & Enhancing Business Performance	November 19-20, 2018
28.	Making the Supply Chain Responsive	November 21-22, 2018
29.	Retirement Planning for Seeking Financial Freedom	November 26-27, 2018
30.	Nurturing the 5th Dimension of Leadership	November 29-30, 2018
31.	Managerial Leadership and Team Building	December 3-4, 2018
32.	Enhancing Assertiveness and Positive Attitude	December 10-11, 2018
33.	Creating Winning Sales Teams	December 17-18, 2018
34.	Digital Communication	January 10-11, 2019
35.	Enterprise Risk Management for Creating Risk Intelligent Organisation	January 14-15, 2019
36.	Strategic CSR: From Agenda Building to Impact Measurement	January 17-18, 2019
37.	Foreign Exchange Risk Management	February 4-5, 2019
38.	The New Indian Consumer: Winning Concepts and Practices	February 21-22, 2019
39.	Pricing and Application of Financial Derivatives	February 27-28, 2019

**ABOUT THE INSTITUTE**

FORE School of Management (FORE) has been established by the Foundation for Organisational Research and Education, a non-profit organisation, with a mission "To achieve and sustain Leadership in Management Education, Research, Consultancy and Development".

**Programmes and Accreditations:**

- The PGDM, PGDM (IB) & PGDM (Finance) courses at FORE are AICTE (All India Council for Technical Education) approved and accredited by National Board of Accreditation (NBA)
- The PGDM courses are equivalent to MBA. Equivalence permission is granted by Association of Indian Universities (AIU)
- FORE has been awarded "SAQS Accreditation" by Association of Management Development Institutions in South Asia (AMDISA)
- FORE has set up a state-of-the-art Studio at its Campus to conduct Online Executive Education Programmes for Working Professionals and has been successfully conducting variety of such online certification courses

Eminent academicians with many years of experience and experts from industry, recognized nationally and internationally, constitute faculty at FORE. FORE has in-house training facilitators in the field of Communication, OB & HR, Finance, Operations, Marketing, IT, International Business and Strategic Decision Making.

With a sharp focus on Management Education, Executive Education Programmes/MDPs, Consulting and Research, FORE stands amongst the Top Business Schools in the country.

FORE conducts MDPs to equip managers with knowledge, skills and attitudes required for effectively responding to global developments and competitive requirements. Our MDPs are designed with an appropriate blend of conceptual and experiential learning. Apart from open programmes, FORE conducts customized In-Company Programmes tailored to suit organisation's needs on topics/areas specifically required by an organisation. These Management Development Programmes (MDPs) are either custom-designed to suit client requirements or are offered by faculty on a specific theme to meet various client needs.

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For any other information, please contact:

**Executive Education Office**

**FORE School of Management**

Adhitam Kendra

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Management Development Programme

on

**Effective Negotiation Skills**

**September 4-6, 2018**

**FORE Campus, New Delhi**

Programme Director:  
**Prof. Prachi Bhatt**



**Imparting Knowledge for Exploring New Horizons**



DESIGNED BY: ALPS PRINTERS



**FORE School of Management  
New Delhi**

## 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.

## Duration & Venue

**Dates:** September 4-6, 2018

**Venue:** FORE School of Management, B-18, Qutub Institutional Area, New Delhi 110016

## Fee

**Non-residential:** Rs. 24,000 per participant (plus GST @18%) covering professional fee, programme kit and tea/lunch.

**Residential:** Rs. 40,000 per participant (plus GST @18%) covering professional fee, programme kit and boarding and lodging (air conditioned single room) at Hotel Residency Resorts (P) Ltd./Qutab Residency, New Delhi or equivalent from **noon of September 3, 2018 till noon of September 7, 2018.**

## Discounts

- Early bird discount of Rs. 3,600 per participant for nominations received on or before August 25, 2018.
- One complimentary nomination on non-residential basis for every group of three nominations from the same organization, i.e., 3+1 participants for the fee of 3 participants.

**Fee is payable in advance by way of Local Cheque / DD in favor of "FORE School of Management" payable at New Delhi. You can also make online payment of fees by logging on to FORE website [http://www.fsm.ac.in/exe\\_openmdpcalendar20182019.html](http://www.fsm.ac.in/exe_openmdpcalendar20182019.html)**

## Registration

The registration form duly filled in along with the Programme fee should reach us at least 7 days before the commencement date of the Programme. You can also register & pay online by logging on to FORE website [http://www.fsm.ac.in/exe\\_openmdpcalendar20182019.html](http://www.fsm.ac.in/exe_openmdpcalendar20182019.html). 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

The Institute issues a certificate of participation on conclusion of the programme.

## Faculty

The faculty members of the Institute will take the programme sessions, except for a few sessions that may be taken by guest speakers.

## 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., PowerGrid, 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, Organisational 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>.

**FORE School of Management**  
Management Development Programme

## Effective Negotiation Skills

**September 4-6, 2018**  
**Registration Form**

Name: \_\_\_\_\_

Designation: \_\_\_\_\_

Organisation: \_\_\_\_\_

Office Address: \_\_\_\_\_

Phone: Office \_\_\_\_\_

Mobile: \_\_\_\_\_

Email: \_\_\_\_\_

Fax: \_\_\_\_\_

Your expectations from the Programme: \_\_\_\_\_

Residential / Non Residential \_\_\_\_\_

### Payment Options

#### Online Payment

Programme fees can be paid through credit / debit card / net banking. Please logon to FORE website [http://www.fsm.ac.in/exe\\_openmdpcalendar20182019.html](http://www.fsm.ac.in/exe_openmdpcalendar20182019.html) for online registration and payment.

#### Offline Payment

Programme fees can be paid through Local Cheque / DD  
If attached please give details

Local cheque / DD No. \_\_\_\_\_ Date \_\_\_\_\_ Amount \_\_\_\_\_

Signature

(Please return the completed form by post  
or email: [exed@fsm.ac.in](mailto:exed@fsm.ac.in), to:

**Executive Education Office**  
**FORE School of Management**  
B-18, Qutub Institutional Area  
New Delhi 110 016

*Note: Please feel free to make copies of this form for additional registrations.*