

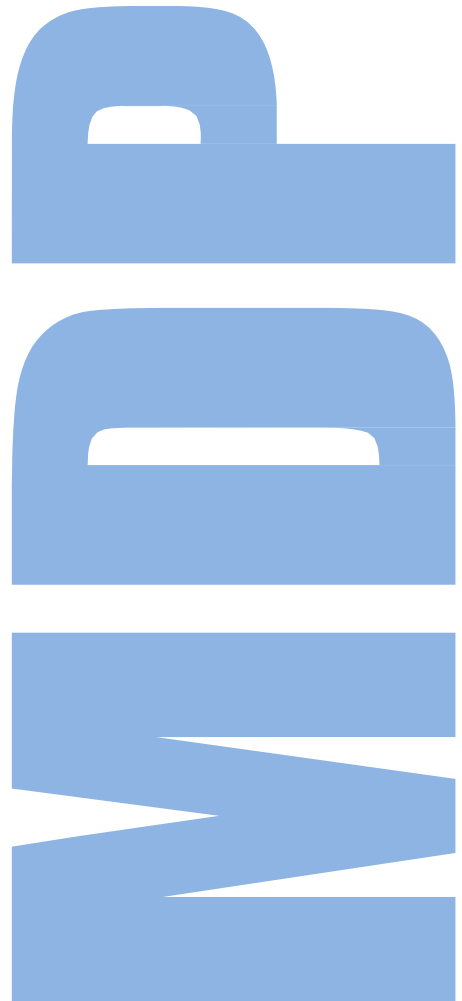


Management Development Program  
Indian Institute of Management Raipur  
Atal Nagar, Raipur, Chhattisgarh

## NEGOTIATION SKILLS

November 20-21, 2023 &  
January 22-23, 2024

Programme Director  
Dr. Kamal KJain



## Introduction (Programme)

Negotiation occurs in business, non-profit organizations and government offices, among nations and in personal situations such as marriage, parenting, and everyday life. Managers devote a great deal of their time in negotiating with various interest parties on a day-to-day basis. It is often claimed that 'in business you do not get what you deserve, you get what you negotiate'. Negotiation Skills – a management development program at IIM Raipur helps you understand this difficult process and develop the required skills to become an effective negotiator.

## Objectives

This programme is designed to help participants develop the right strategy to negotiate by providing them with a framework for approaching the negotiation process with confidence. The objectives include:

- Understand the basics of negotiations and getting an insight into the negotiation processes
- Understand fundamental rules of negotiation
- Understand the difference between distributive and integrative negotiation
- Understand the role of power in negotiation
- Appreciate the dynamics of multi party negotiation

## For Whom

Program is meant for middle and senior level executives who need to effectively persuade external stakeholders and/or internal staff on several business related issues. It is also useful for academicians who teach or plan to teach a course on negotiation.

## Pedagogy

- Lectures.
- Cases.
- Role Plays.
- Simulations

## Faculty

All sessions in this program will be co-facilitated by the Program Directors along with the subject matter experts.

## Duration and Venue

The Programme is scheduled for **November 20-21, 2023, & January 22-23 2024** at IIM Raipur, Atal Nagar, New Raipur.

## Registration Fee

The registration fee per participant is **Rs. 11,000/-** per day plus taxes as applicable (**on twin sharing basis**). Registration fees per participant will be **Rs. 13,000/-** per day plus taxes as applicable **on Single sharing basis**.

This includes an academic fee, programme kit for participants, boarding and lodging.

**Payment can be made online by registering through the website.**

Upon remitting the fees online, kindly intimate the EL& D Office with the UTR No /Relevant transaction details through email, so that we can connect your remittance to your nomination(s)

### Last date

The last date for receipt of nominations for the Programme is **Two week before the commencement of program** and the last date of withdrawal is **one week before the commencement of program**. Any withdrawal request received after this duration will be subject to deductions as per the Institute's rules. In case of subsequent withdrawal or cancellation of nomination(s), no refund of fee will be allowed. However substitutes may be permitted with prior intimation.

### Enquiry

For any information regarding this programme, you may contact as below:

EL&D Office: [eldc\\_office@iimraipur.ac.in](mailto:eldc_office@iimraipur.ac.in) Ph: 0771-2474669, 697

Dr. Kamal K Jain

[kamal@iimraipur.ac.in](mailto:kamal@iimraipur.ac.in)

### About Programme Directors



Dr. Kamal K. Jain is currently Professor in the Area of OB & HR at IIM Raipur and Dean (Academic). Prior to joining IIM Raipur, he was Professor at IIM Indore from where he superannuated. He has also worked as Professor of Strategic Management/HR with University Tun Abdul Razak (UNITAR), Malaysia. He has more than 40 years of teaching experience. Besides teaching at IIM Indore, he has taught at IIM Ranchi, Helsinki School of Business Finland, IMT Dubai campus, IIM Sambalpur, IIM Sirmaur and several other places.

### Indian Institute of Management Raipur

The Indian Institute of Management (IIM) brand has now become synonymous with innovation, talent, and zeal for success and contribution to management. The Government of India set up IIM Raipur in 2010 to meet the growing demand for top-quality professionals. It is situated at Raipur in the state of Chhattisgarh-one of the fastest growing states of India, with its rich mineral, forest, natural and local resources. The Post-Graduate Programme in Management (PGP) was started in 2010, whereas Fellow Programme in Management (FPM) & Executive Fellow Programme in Management (EFPM) was started in 2013. Executive Post-Graduate Programme (ePGP) was started in 2021.

IIM Raipur has grown and improved in quality, as evidenced by the NIRF ranking of management institutes, which moves up from 18th in 2016 to **11th** in 2023.

IIM Raipur offers top-notch management education on its 200-acre, state-of-the-art well-equipped lecture rooms, a library, a simulation lab, and a pleasant lodging campus in Atal Nagar, Naya Raipur.

With the goal of becoming a highly regarded business school worldwide, IIM Raipur has partnered with numerous business schools in Europe, South America, Australia, New Zealand, and the United States for faculty and student exchange Programmes.

## **LOCATION**

The IIM Raipur campus is located about 20 minutes' drive from the Swami Vivekananda Airport, Raipur.

For any Correspondence / Administrative enquiries, please feel free to contact below:

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