



# Management Development Program

Indian Institute of Management Raipur Atal Nagar,  
Raipur, Chhattisgarh

## NEGOTIATION SKILLS

11-12 November, 2024

Programme Director

**Dr. Kamal K Jain**

## 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

Experienced faculty of IIM Raipur along with eminent experts from the industry will conduct the sessions.

## Duration and Venue

The Programme is scheduled for **11-12 November, 2024** & another slot is for **9-10 December 2025** at IIM

Raipur, Atal Nagar, New Raipur.

## Registration Fee

The registration fee per participant is Rs. 10000/- per day plus taxes as applicable. This includes academic fee, programme kit for participants, boarding and lodging (on twin sharing basis). Payment can be made online by registering through the link .The payment can also be made through NEFT/RTGS or Demand Draft in the name of “Indian Institute of Management Raipur”.

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

### The Bank Details are:

1. Bank Name : IDBI Bank Ltd
2. Branch Name : IIM Raipur Branch
3. Beneficiary Name : Indian Institute of Management Raipur A/c No. - II
4. A/C No. : 1292104000001052
5. IFSC Code : IBKL0001292

## Last date

The last date for receipt of nominations for the Programme is (To be filled by office) and the last date of withdrawal is (To be filled by office). Any withdrawal request received after this date 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 substitute may be permitted with prior intimation.

## Enquiry

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

EE&C Office: [mdp@iimraipur.ac.in](mailto:mdp@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.

He has held several administrative responsibilities including Area Chair; Chair, FPM; Chair, Placement; and Dean, Academic. Prof Jain is actively involved in corporate training programs. He has trained thousands of professionals from the corporates, army, police, academics institutions, journalists from the media etc. He primarily conducts training programs in the area of Negotiation, Leadership, Performance Management, and Instructional Pedagogy. He has done several consultancy projects related to impact assessment, HR Audit, Recruitment etc. He has published more than 60 research articles in the national and international journals.

## Indian Institute of Management Raipur

Understanding the needs to meet the emerging challenges at global level and cherishing the successful history of IIMs, the Government of India set up Indian Institute of Management, Raipur in the year 2010 in Chhattisgarh, one of the youngest and fastest growing states of India.

IIM Raipur has been set up with the aim “To Empower the youth for building a Powerful India”. IIM Raipur has set high standards by focusing on a practice oriented learning approach and a contemporary industry- focused curriculum, driven by strong corporate interface.

IIM Raipur is functioning from the state-of-the-art campus in Naya Raipur spread across 200 acres.

IIM Raipur currently offers Fellow Programme in Management (FPM), Post Graduate Programme in Management (PGP), Post-Graduate Programme in Management for Working Executive (PGPMWE) and Executive Education Programmes consist of Management Development Programmes (MDP), Tailor made (In-Company Programmes), Open Programs and Consultancy for Corporates, Public Sector & Government. The academic curriculum is structured to address the needs of the industry and is aligned towards imparting contemporary knowledge to the students and strengthening their skills to prepare them to face the challenges of the global business. Recently , IIM Raipur join the hands with three most reputed global business schools, to enhance the overseas exposure of its students with the belief that it will help them to assimilate best management practices and understand the importance of cross-culture issues in management.

Right from its inception the institutes focuses on contributing to the growth and development of the Nation, region and society at large. As such it gives importance to courses and managerial trainings that are molded in a way true to the culture and unique requirements of the state and organizations herein. Ethical practices in management, grooming socially responsible leaders for today and tomorrow are also the primary goals of the Institute.

## LOCATION

Indian Institute of Management Raipur is situated at Vill- Pota Cheria, Atal Nagar, Raipur. The approximate distance from Railway station to IIM Raipur is 35 km.

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

MDP Office:

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Atal Nagar, P. O. - Kurru (Abhanpur)  
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