



Building Business Owners

Management Development Program
On
NEGOTIATION SKILLS
9-10 December 2025

Program Director
Dr. Kamal K Jain

Indian Institute of Management Raipur

Introduction (Program)

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 program 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 get 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 expert

Duration and Venue

The Program is scheduled for **11-12 November 2025** and another slot is **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 fees, program 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)

Last date

The last date for receipt of nominations for the Program 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, substitutes may be permitted with prior intimation.

Enquiry

For any information regarding this program, you may contact as below:
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About Program Directors



Dr. Kamal K. Jain is currently serving as an Adjunct Faculty 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

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 Program in Management (PGP) was started in 2010, whereas Fellow Program in Management (FPM) & Executive Fellow Program in Management (EFPM) was started in 2013. Executive Post-Graduate Program (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 **14th** in 2024.

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 Programs.

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 us:

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