



Negotiation Skills



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

Programme Directors



Dr. Kamal K. Jain

Visiting Professor, HRM & Organizational Behaviour

Dr. Kamal K. Jain is currently Professor in the Area of OB & HR at IIM Raipur and Mentor to 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.