



Workshop on Effective Negotiation

14th August, 2018

**IN BUSINESS YOU DON'T GET
WHAT YOU DESERVE
YOU GET WHAT YOU
NEGOTIATE!**

We are happy to announce a one-day Workshop on Effective Negotiation at Productivity House, Kalamassery, in association with 'thoughtskool' a learning & development Start-up, founded by Practicing Professionals.

The World is changing and so is the way people negotiate today. Negotiation is a process by which people settle differences or strike a deal. It is a method by which compromise or agreement is reached while avoiding argument and dispute.

In any disagreement, individuals understandably aim to achieve the best possible outcome for their position (or perhaps an organization they represent). However, the principles of fairness, seeking mutual benefit and maintaining a relationship are the keys to a successful outcome.

Specific forms of negotiation are used in many situations: international affairs, the legal system, government, industrial disputes or

domestic relationships as examples. However, general negotiation skills can be learned and applied in all situations. Negotiation skills can be of great benefit in resolving any differences that arise between you and others.

The objective of this workshop is to equip the participants achieve a desirable outcome in all negotiations by following a structured approach. The following stages of negotiation will be discussed in detail with real life and live case studies.

- ◆ Preparation
- ◆ Discussion
- ◆ Clarification of goals
- ◆ Negotiate towards a Win-Win outcome
- ◆ Agreement
- ◆ Implementation of a course of action

This workshop intent to provide the participants with a handy framework about negotiation... use of a variety of negotiation simulations and case studies will help delegates gain experience and build confidence...

PROGRAMME FACILITATOR



- ❖ Mr. Deepak Shanker is an investment Banker by profession and is heading a Management Consultancy firm.
- ❖ He has formerly held various senior management

positions in large corporate in India and also has wide international exposure.

- ❖ He specializes in Negotiations, Deal Management, Investments, Business Development, Profit center Management and Employee issues & engagement.



FEE

- ❖ Rs.2100/- per participant for KSPC Members
- ❖ Rs.2250/- per participant for non Members of KSPC
- ❖ GST @ 18% will be extra.

Special Discount of 10% will be given, if 3 or more participants are nominated from the same organization.

PAYMENT TO BE MADE ALONG WITH REGISTRATION

- ❖ By way of Cheque / DD in favour of "KERALA STATE PRODUCTIVITY COUNCIL" payable at Kochi.
- ❖ For payment by NEFT/RTGS:

Name of Bank : SBI, Kalamassery Main branch

Account No : Current A/c No. 57015663787

IFSC Code : SBIN0070145

Name of Beneficiary: Kerala State Productivity Council

PARTICIPANTS

This workshop will be highly beneficial to Managers, Executives, Supervisors and other Company personnel involved in Negotiation at their workplaces.

DATE, TIMING AND VENUE

14th August, 2018 from 9.30 AM to 4.30 PM at Productivity House, HMT Road, Kalamassery.

GENERAL

- ❖ Well prepared reading material, folder, writing pad, pen etc. will be supplied to the participants.
- ❖ Lunch and refreshments will be served.

REGISTRATION

Organizations, which intend to send participants, may kindly intimate us the name of the participants by mail. Nominations can also made through Phone : 0484 – 2555526 / 2555367, Fax : 0484 - 2532107 Mobile: 98470 - 15362 or e-mail: mail@kspconline.com

**Last date of registration is
10th August, 2018.**



KERALA STATE PRODUCTIVITY COUNCIL

Productivity House, P.B. No.8, HMT Road, Kalamassery - 683104

Tel: 0484-2555526, 2555367, Fax: 0484-2532107

E-mail: mail@kspconline.com Website: www.kspconline.com