PERSONAL EFFECTIVENESS

NEGOTIATION STRATEGIES

FEB 11 - 12, 2014

Real Results through Learning
Negotiation Strategies

The programme will highlight the components of an effective negotiation and help you analyse your own behaviour in negotiations. The course will be largely experiential, providing you the opportunity to develop your skills by participating in negotiations and integrating your experiences with the principles presented in class exercises. This programme integrates concepts of Action Learning, helping you explore your skills and shortcomings as a negotiator. The negotiation exercises will provide an opportunity to attempt strategies and tactics in a low-risk environment, to learn about yourself and respond in specific negotiation situations. If you discover a tendency that needs correction, this is the place to try something new. The programme helps you apply the cumulative knowledge gained in the classroom through practical applications.

What you will gain

- A better understanding about the negotiation process and context
- Enhance your ability to identify factors that lead to deadlocks and incorporate ways to deal with it
- Improve your negotiation skills by learning novel ways of handling difficult situations
- Learn how to be more effective by strategically evaluating your own performance and applying a framework to overcome weaknesses
- Understand the psychology behind decision making and ways to overcome common decision-making errors
- Accurately assess your own negotiation style and its limitations, and learn to assess the style adopted by others

Programme content

- Basics of distributive bargaining
- Trust building and integrative win-win negotiations
- Persuasion and influence tactics
- Decision-making biases and how to avoid them
- Multi-party, multi-issue negotiation strategies
• Understand the importance of trust and learn ways to build a lasting relationship
• Enhance your persuasion and influence skills, by understanding the mindset of your opponents
• Improve your ability to leverage your own bargaining position when negotiating with multiple parties

**Participant profile**

This programme is suited for senior managers who want to enhance their negotiation skills. The programme is recommended specifically for the following profiles:

• Group Managers
• Business Managers
• Functional Managers

**Faculty**

Dishan Kamdar is the Senior Associate Dean for Academic Programmes at the Indian School of Business (ISB). He is also an Associate Professor of Management in the area of Organisational Behaviour. He has a PhD and an MSc in Management from the National University of Singapore. His research interests include contextual work performance, Organisational Citizenship Behaviours (OCB), and relationships between group composition and group performance. Dishan has published several research papers in the Journal of Applied Psychology on leadership; effects of personality and workplace social exchange in predicting OCB and task performance, and effects of role perception on interpersonal helping and taking charge.
Few Participating Organisations from Previous Years

- Nokia
- Times of India
- Zee Entertainment
- Electrolux Europe
- Claris Lifesciences
- Reliance
- Bajaj Allianz
- Bennett, Coleman & Co Ltd
- Novartis Healthcare
- Tupperware
- Aliens Group

Programme fee

INR 60,000 plus tax
Fee includes food and accommodation at the ISB campus or at an equivalent facility based on availability.

Programme dates

The programme starts at 9.00 am on Feb 11, 2014 and concludes at 5.00 pm on Feb 12, 2014

Venue: ISB, Hyderabad Campus

How to apply

- Download the application form from www.isb.edu/cee/apply and follow the mailing instructions mentioned therein (or)
- Write to us at execed@isb.edu for more details (or)
- Call us on +91 40 2300 7041/42

Other programmes recommended

- Stepping into Leadership
  Feb 9 - 12, 2014 - Hyd
- Leading Teams for High Performance
  Jan 7 - 9, 2014 - Hyd
“Great learning for restructuring thought process and behavioural pattern during important business negotiations.”

Navneet Gupta,
Proprietor M/S Rahul Trading Company

Being part of the ISB CEE Alumni makes business sense

ISB CEE has a strong alumni community of more than 22,000 business leaders, senior professionals and entrepreneurs. Participation in CEE programmes makes you a part of this elite and vibrant community and gives the opportunity to network with high-achieving peers across diverse industries. CEE alumni gain exclusive access to premium learning events, including speaker series, conferences and learning sessions.
• Offers organisations the basis for more effectively investing in learning and development
• Ensures the application of learning in the workplace
• Facilitates impact measurement to applied learning in the organisation