

GFORD Institute Of Management Pvt Ltd

Presents

Seminar on

Effective Negotiation Skills

Negotiating for Success

Date	Location
2 nd September 2016	Mumbai:- Hotels Ramada Plaza
3 rd September 2016	Chennai:- Hotels Abu Sarovar
3 rd September 2016	Bangalore:- Hotels Trinity Isle
6 th September 2016	Kolkata:- Hotels Pan Asia Continental
6 th September 2016	Hyderabad:- Hotels Aditya Park
7 th September 2016	New Delhi:- Hotels Park Plaza Karkarduma
8 th September 2016	Ahmedabad:- Hotels Comfort Inn
8 th September 2016	Pune:- Hotels Sagar Plaza

By

**Mr. Bob Mathews / Mr. Sanjay Srivastava / Mr. Dinesh Divekar / Mr. Niranjan Mehta /
Mr. Sameer Karna/ Ms. Anuja Roy / Mr. Subrato Bose / Mr. Shankar Devaguptapu
Management Consultant**

About The Programme

In today's world, Negotiation is a skill no one can do without. It would be fair to say that throughout the day we are involved in some form of Negotiation or the other. Whether it is in our work situation or in our personal lives, Negotiation is a continuous activity.

Sales and Purchasing professionals particularly need advanced Negotiation Skills to execute their responsibilities effectively. This programme aims at focusing on these skills with a view to improve them.

Objectives Of The Programme

By the end of the day, participants will be able to:

- Understand the role of Negotiation in work
- Appreciate the various styles of Negotiation
- Understand the various phases of the Negotiation process
- Appreciate the importance and use of Personal Power
- Analyze their own Conflict Handling Styles in a Negotiation
- Practice their skills

Make an Action Plan to make their Negotiations more effective

Agenda

- **What negotiation is and why it is important**
- **Styles of Negotiation**
- **Planning the negotiation**
- **Preparation checklist**
- **Exercise 1. Case study**
- **How to structure negotiations**
- **Personal power and how to increase it**

- **Exercise 2. Personal power**
- **Conflict analysis**
- **How to deal with Conflict**
- **Exercise 3. Conflict Mod Analysis**
- **Negotiating tactics**
- **Negotiating with a customer which you can t afford to lose**
- **Dealing with price**
- **The closing stages**
- **The 40 most common mistakes in negotiation**
- **Exercise 4. Role-play**

Profile of the Trainers:-

Mr. Bob Mathews

He has worked with diverse clientele throughout his career and has designed and presented training programs for us across a broad spectrum of industry - sectors that includes Banking, Automobile, Pharmaceutical, Telecom, IT, & Manufacturing.

As a Facilitator, Mr. Mathews believes we should not only increase the knowledge and skills of a participant to consistently perform in the work place but also help in the participants all round personal growth. With a professional career of over 40 years with last 15 years spent exclusively in Training and Development. His areas of expertise are in courseware development & training delivery with core competencies of Strong Work Ethic, Positive Attitude, Self Confidence, Good Communication Skills, Ability to Accept and Learn from Criticism / Feedback, etc

Mr. Sanjay Srivastava

Mr. Sanjay Srivastava is a seasoned professional with more than 28 years of experience in creating and nurturing brands. Sanjays 4Ps of building business are People, Processes, Partners and Passion. In the past Sanjay has worked with companies like Dabur and Vodafone at senior leadership positions and is well versed with fast evolving consumer needs & capability building requirements of corporate world .He is a certified trainer by Dale Carnegie and Super Master in Neuro-Linguistic Programming (NLP).

Mr. Dinesh Divekar

Mr. Dinesh V. Divekar is a Soft Skill and Behavioural Training Consultant to many companies. He conducted his first training programme as early as 1991. Thereafter, he was associated with training or educational activities. Later he worked for Federal Express Corporation (FedEx) as Training Manager. During this assignment, he developed most of the training modules on soft skills. Later he felt need to give back up to the training activities, by way of handling HR assignment. He handled HR assignment in hospitality industry. Companies like ISS Facility Management Services, Air Liquide, Gammon India, Cognizant Technology Solutions and ACC Limited took benefits of his training.

Mr. Niranjan Mehta

Mr. Niranjan Mehta has 32 years of corporate experience & 9 years in training to conducting soft skill training. As a part of corporate experience he serve Religare Pharma as a General Manager, Sharda Drugs Ltd. As a Regional Manager, Intas Pharmaceuticals as an Area Manager, Biosensors International, etc.

He specialized in conducting training in Sales, Personal Effectiveness, Leadership Skills, Behavioral Skills, Business Communication, Presentation Skills, Motivational Skills.etc

Mr. Sameer Karna

Mr. Sameer Karna is the Founder & Chief Mentor at "The Training Curve and is a corporate trainer, driving customized training interventions for his clients. Mr. Sameer has conducted corporate trainings for Siemens, Punjab National Bank and certain other SMEs on various topics related to Behavioral skill sets and business verticals.

Mr. Sameer has worked for companies such as Siemens Ltd., at the Management level in Risk Management, Compliance, Organizational Development and HR. At Pradman Engineering

Services Pvt. Ltd. Mr. Sameer served as a Training Manager where he was responsible for developing and executing the Annual Training Employee Calendar, along with implementation post Training.

Ms. Anuja Roy

Ms. Anuja Roy has an experience of 14 years in the corporate as well as academic sector. In her long tenure she has been associated with Corporate and Educational Institutions as a Trainer /Consultant. Currently she is working with Institute of Technology & Science Ghaziabad as an Asst. Professor & Marketing Club Coordinator.

Her experience and association with people from various domains helps her to effectively manage people and their behavior. She is creative and possesses excellent inter-personal management skills. She has conducted training programs on Motivation, Leadership, Communication skills and has been consistent in nurturing goals towards positive results. She is passionate about mentoring and creating leaders

Mr. Subrato Bose

Mr. Subrato Bose is well experienced in corporate management and administrative marketing. He has sound ability of judgment, good analytical skill, and ability to guide, build, and motivate Team spirit. He specializes in training by identifying areas of improvement and designs plan to suggest development through training. Mr. Bose was last associated with M/s. Kalpena Industries Limited as their VP-HR and was responsible for all functions related with Human Resource including strategic management, statutory compliance of plant and office, cost control strategy with administration. Mr. Bose worked with Smithkline Beecham Pharmaceuticals Ltd., Alkem Group of companies etc.

Mr. Shankar Devaguptapu

Mr. Shankar Devaguptapu has 39 years exhaustive experience in Corporate Sector. He has worked with Catalyst-Employee Up skilling-The Moulderz; Director-US Business Development-IonIdea; Head-HR-Payroll-Compliance Management and Accounting Services-Crossdomain Solutions; National Sales Manager-Veterinary Sales-Natural Remedies.He is professional trainer for IT/ITES organizations into different domains, Manufacturing Industries, Apparel Industry, Consulting Companies, Construction Industry, Banks, etc.

Fee Structure:-

Rs. 6,500/- Per Delegate

Please note 15% Service Tax is applicable

Terms & Conditions apply*

Note:- Single Faculty for each location.

Kindly Make Payment prior to the event to avoid any inconvenience.

The Fees is inclusive of Refreshment, Lunch & Course Material.

Timings -10.00am to 5.00 pm

The Cheque has to be raised in the Name of **GFORD Institute Of Management Pvt Ltd.**

(Payable at New Delhi)

Our Service Tax Regn No: AAECG5523FSD001

Our PAN No: AAECG5523F

Session Timings- 10:00 am to 5:00pm

Participants will get the certificate at the seminar

We solicit your presence/Nominations.

For GFORD Institute Of Management Pvt Ltd

Vikas Khanna

Contact Nos. : 011- 42111617

Mob. : 09711114779 / 09540012349 Fax: 011-42111618

For Booking seats - Email: gfordreg@yahoo.com

For Unsubscribe mail please reply with Subject: Remove Me