

MANAGEMENT DEVELOPMENT PROGRAMME

Mastering Negotiation and Influence



Overview

This programme is specifically tailored to address a wide range of negotiation challenges encountered by managers and professionals.

The underlying principle of this program is that while analytical skills are essential for devising optimal solutions, a diverse set of negotiation skills is equally crucial for ensuring that these solutions are not only accepted but also effectively implemented.

Who Can Attend?

Mid to senior-level executives who handle procurement, sales, key internal negotiations, and human resources, as well as for managers, investment bankers, consultants, lawyers and entrepreneurs

Key Topics Covered

- Fundamentals of negotiations
- Value-claiming strategies-1
- Influence
- Value-creating strategies - II
- Advanced negotiations

Prof. Vineeta Dwivedi

Programme Director

Assistant Professor, Organisation and Leadership Studies
Director, Student Affairs

Mode of Delivery:
Online

Duration:
10 Hours

Programme Dates:
27th-28th September 2024 &
4th-5th October 2024

Programme Fees:
INR 25,0000 +GST

10% Early Bird Discount and
Group Discounts Available

Objectives



Understand the concepts of negotiations, approached and structures



Value the importance of information, interests, priorities, perspectives and leverage.



Highlight the emotional and mental aspects of negotiation with the ethical and cross-cultural considerations.

Pedagogy



Interactive discussions & classroom activities



Caselets and case studies



Peer learning



Immersive learning

Certificate of Participation

A certificate of successful participation by S.P. Jain Institute of Management and Research (SPJIMR) will be issued to each delegate at the completion of the programme.



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022 - 62134415



mdp@spjimr.org



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