CELEBRATING 60 AMAZING YEARS

AHMEDABAD MANAGEMENT ASSOCIATION®

Programme on

Effective Negotiation Skill - Getting the Best Possible Deal

Friday, July 14, 2017 - 9.30 a.m. to 5.00 p.m.

Venue : Torrent -AMA Management Centre, Core-AMA Management House, AMA Complex, ATIRA Campus, Ahmedabad 380 015

Introduction : Negotiation involves two or more persons/parties, who each have something the other wants, reaching an agreement through a process of bargaining. This Programme explains the principles of this exchange and gives you the confidence and skills to conduct negotiations and achieve a mutually acceptable outcome.

Negotiations take place every day between family members, with shopkeepers, and – almost continuously – in the workplace. This workshop is packed with the strategies, techniques and tips to make you an outstanding negotiator.

Objectives : To understand the critical components of the negotiation process; To develop a systematic approach while preparing for negotiations;To obtain knowledge of tested negotiation strategies and techniques.

Contents :
- Negotiation Skill – Conceptual Foundation
- Types of Negotiations
- Negotiations – Core Process
- Negotiations – Variables Consideration
- Preparing for Negotiation
- Four Fundamental Rules
- Five Basic Principles
- Rules to Remember during Conflict Negotiations
- Important Tips
- Programme Sum-up

Methodology : Discussions, Exercises, Case Studies, Presentations, etc.

Who Should Attend? : ***All levels of Executives, Officers and Managers from different Functions. This informative programme will enhance both professional and personal excellence, through a mixture of powerful techniques and proven methods.***

Faculty : **Mr. Hiren Vakil**, Corporate Trainer & Management Consultant, Mumbai

Fees : Rs.1500/- per participant inclusive of Service Tax. (Concession for members 10%, patron members 20%). Fee includes course fee, cost of reading material, lunch and refreshments. The cheque may please be drawn in the name of 'Ahmedabad Management Association.'

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Registration Form: Please fill-in and return this form along with participation fee to :

Ahmedabad Management Association, Dr. Vikram Sarabhai Marg, ATIRA Campus, Ahmedabad 380 015.
Phone: 079-26308601-5 • Mobile: 9537407187, 7069940917 • Fax: 079-26305692 • E-mail: ama@amaindia.org
Website: www.amaindia.org • Android Mobile App: AMA-Ahmedabad amaIndia.org".

Name(s) Designation

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2.

Organisation:

Address:

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Phone: Mobile:

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