

**Indian Institute of Technology Kharagpur**  
**Vinod Gupta School of Management (VGSOM)**  
 Proposed Management Development Programme on  
**Negotiation Skills**  
 for Public Sector Enterprises: 2 days  
 Location: VGSOM, IIT Kharagpur

Programme Coordinators: Dr Biswarup Ghosh and Dr Surojit Mookerjee

**Programme Coverage and Expected Learning Outcomes:**

A negotiation session is designed to give attendees the strategies, tools, and skills they need to succeed in business negotiations. Negotiating effectively requires the ability to change the game – moving away from conflict and toward collaboration.

Implementation Plan to conduct training program

S. No.	Ref. No. of Program <sup>1</sup>	Mode <sup>2</sup>	Participants Level <sup>3</sup>	Duration (in days)	Venue (name of city)
10	10	S/R	JL, ML	2	Kharagpur (IIT Kharagpur Campus)

Proposed Schedule

Day	Session-1	Session-2	Session-3	Session-4
1	Concepts of Negotiation (Basic & Advance)	Rules of Negotiation	Multi Party Negotiation	Process for International Negotiation Case study
2	Barriers to Effective Negotiations	Role of Emotions in Negotiation, Resolution of Conflicts during negotiation	Negotiation Strategies- MOCK Session	Scenarios of Negotiations: Price Negotiation with customer , Purchase Negotiation with vendors/ Suppliers, Negotiation with Trade Union