

The background features several stylized gear icons. On the right side, there are two grey gears with thick black outlines. At the bottom, there are two more gears: one in a dark blue-grey color and one in a vibrant red color, both with thick outlines. The gears are arranged in a way that suggests they are interlocking or part of a larger mechanism.

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next thing

THE ART OF NEGOTIATION

SEPTEMBER 28-29

11:30 PM - 5:00 PM

MYNT XLC II, VASANT VIHAR

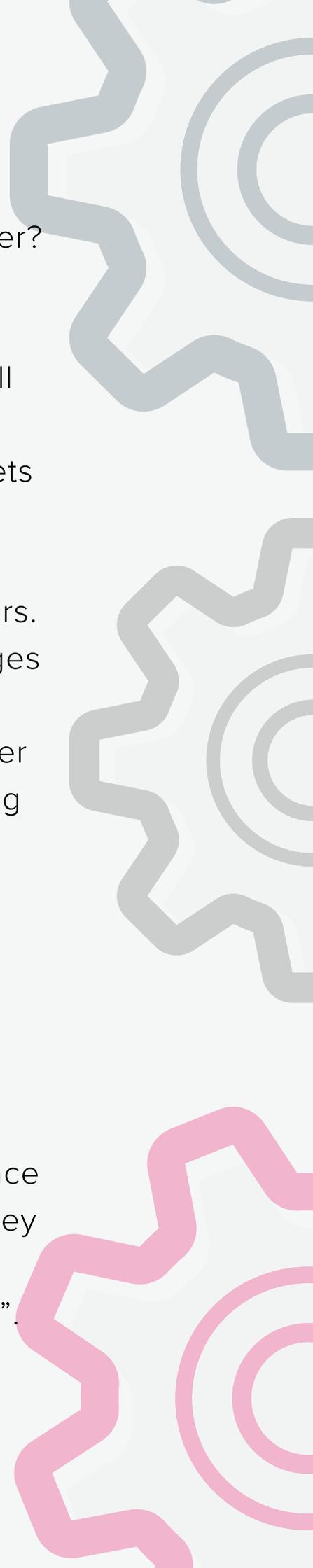
FACILITATOR : AJIT PAL SINGH

CAPSULE OVERVIEW

Do you think that negotiation is all bluff and bluster? We want you to think again.

Knowing how to negotiate well is an essential skill in today's highly competitive world. Negotiations are omnipresent and are vital in deciding who gets the next promotion, salary increment, contract, order from the customer, endorsement from the key stakeholder or wins that argument with the Mrs. (hehe) etc. The diverse application spectrum ranges from getting your prospective bride or groom to say, "Yes I Do!", to securing the release of a fighter pilot fallen behind the enemy lines (and everything that goes in between).

Negotiations are as much an art as science. The arts part of the workshop will equip the participants with knowledge of topics such as "Principled Negotiations", "Collaboration", "Communication", "Conflict Management", "Body Language" and "Relationship Building". The science part of the workshop will expose participants to key concepts such as "Game Theory", "Information Theory" and "Decision Making Under Uncertainty".



CAPSULE OVERVIEW

The course structure is highly interactive with theoretical sections interspersed with Role-Play, Simulations, Games, Demonstrations and Activities. The course will expose participants to negotiation best practices and practical tools and will help them in:-

- a) Get prepared for any negotiation;
- b) Avoid traps;
- c) Know how to prompt value-creating partnerships;
- d) Structure an effective negotiation sequence;
- e) Bargain in an efficient and respectful manner;
- f) Overcome deadlocks.



FACILITATOR AND MENTOR

AJIT PAL SINGH

Entrepreneur,

Co-founder, Pythian Technologies

Ajit spent first twenty years of his professional life in Indian Navy. During his stint in the military, he was part of several multi-million dollar contracts for import of critical military weapon systems and technologies. As part of several prestigious projects such as indigenous Nuclear Submarine, Aircraft Carrier and Shipbuilding, Ajit was part of teams, which successfully negotiated deals with heavy weight foreign defence contractors like Raytheon, Boeing, Lockheed Martin, Safran, Finmeccanica, Israel Aircraft Industry, Rosoboron etc. Ajit co-founded a defence start-up in 2017 with several Indian and foreign clients and stakeholders. As part of running the business, Ajit has been instrumental in successfully negotiating several deals for his Startup. Being an alumnus of IIT Delhi, academic pursuits, learning and development are his passion. Having been witness to power dynamics, high value bargaining, emotional tensions, deceptive games, back-door diplomacy, political wrangling and eventual deal-making, Ajit has poured his vast experience in preparation of this course.

CAPSULE CONTENTS

Day 1/ Session 1: Negotiation Strategy

- Three dimensions of any negotiation
- Three strategic tensions
- Communication and Active Listening
- Communication and Active Speaking
- Beware of instinctive pitfalls
- Role play/ Simulation/Demo

Day 1/ Session 2: Negotiation Preparation

- Preparation before Action
- People dimension: Three elements to be prepared
- Problem dimension: Motivation
- Problem dimension: Solution at the table and justification
- Problem dimension: Solution away from the table
- Process dimension: 3 elements to be prepared
- Role play/ Simulation/Demo



CAPSULE CONTENTS

Day 2/ Session 1: Value creation & Value claiming

- What makes a good deal?
- Why negotiations fail?
- Negotiation on behalf of others: respecting your mandate
- Creating value
- The usual bargaining tactics (Part 1)
- The usual bargaining tactics (Part 2)
- Role play/ Simulation/Demo

Day 2/ Session 2: Negotiation Process

- How to build the right negotiation sequence?
- Doing first things first for effective negotiation - Part 1
- Doing first things first for effective negotiation - Part 2
- Doing first things first for effective negotiation - Part 3
- Doing first things first for effective negotiation - Part 4
- Reaching the end: And how about the power balance?
- Role play/ Simulation/Demo
- Course wrap up

FAQ'S

Q. What are the education and experience requirements for the course?

A. Everyone negotiates, from a CEO to a spouse. Hence, the course caters to a diverse audience. No specific education or work experience is mandatory.

Q. What are the pre-requisites for the course?

A. Participants are expected to carry their own laptops. Some role-play exercises will be conducted over e-mails. The participant should open a separate anonymized e-mail account on any free e-mail service platform. The chosen e-mail ID should not give away your real name/identity. Please do not share your e-mail ID with any of the participants.

Q. What pre-preparation should I do for the course?

A. No pre-preparation required. Just come with an open and curious mind.

FAQ'S

Q. Who will benefit the most from the workshop?

A. The workshop is introductory in nature and will be followed up with advanced modules. Hence, this course is open for all. Notwithstanding, working professionals, budding entrepreneurs and final year college students are expected to reap maximum benefits.

