



NATIONAL PRODUCTIVITY COUNCIL ANNOUNCES RESIDENTIAL PROGRAMME ON Negotiation & Conflict Resolution Strategies 11th-15h March, 2019 at Goa

INTRODUCTION

Negotiation and Conflict Resolution are crucial skills both inside and outside of work. No business skill may be as important to success as negotiation. We negotiate everything; agreements with partners and vendors, in-scope/out-of-scope parameters around important projects, and our own compensation and job responsibilities, to name just a few.

Understanding your counterpart's interests and shaping the decision so that the other side agrees to a proposal for its own reasons are the keys to jointly creating and claiming sustainable value from a negotiation. Most executives know the basics of negotiation; some are spectacularly adept. Yet even experienced negotiators routinely leave money on the table, end up in deadlock, damage relationships, or allow conflicts to spiral.

Quite often, there is an element of conflict between the parties involved in a negotiation, which extends beyond the matters ostensibly being negotiated. Such conflict might have its origins in disputed facts, differing values or incompatible policies. Personal conflicts, interpersonal conflicts and structural conflicts all point to the need for more effective tools for lasting problem-solving.

BROAD COURSE CONTENTS

- ❖ Distinguish the key planning elements required for successful negotiations.
- ❖ Describe the importance of communication in negotiations.
- ❖ Conflict Resolution & Negotiation Steps
- ❖ Strategies for Resolving Conflict

PARTICIPANTS PROFILE

All employees across all levels , working in Ministries , Central & State Government Departments, Central and State PSUs , Banks and financial institutions , Boards, Administrative Bodies , Co-operative Sector, MNCs and Private Sector, Universities, Academic Institutions etc.

PARTICIPATION FEE & CHECK-IN/CHECK-OUT INFORMATION

Fee on Residential basis: Rs. 48,000/- + GST per participant.

Fee on Non Residential basis: Rs.38, 000/- + GST per participant

Check In at Hotel/Resort: 12 Noon Onwards on 11th March, 2019

Check Out at Hotel/Resort: Before 12 Noon on 15th March, 2019

FACULTY & PEDAGOGY

The Faculty for the training programme will comprise of senior NPC Experts and other renowned and experienced Trainers from the respective field .The training methodology will have focus on interactive discussions, small group activities, business games, exercises, role plays, videos and presentations.

LAST DATE FOR RECEIVING CONFIRMED NOMINATIONS

The nominating authority should ensure that the nominations are sent with Nominating authority & Participant's Name , Designation , Department/Section/E-Mail ,Landline, Fax & Mobile Nos. **by 26th February, 2019** in letter without fail to facilitate proper communication .For any correspondence related to this programme please mention the reference no.: P.O No: **NPC/RDD/HRM/T/12/2018-19**

GENERAL INSTRUCTIONS

- o Please book the tickets after receiving confirmation from our end.
- o The residential Participation fee covers the Professional fees towards training, Board & Lodge of the Participant(s) and site visits. The Non residential fee covers the Training charges & working lunch only.
- o The spouse/Family members are welcome on nominal charges per person per day covering the cost of B&L and site visits, payable directly to Hotel before check-out.
- o The fee once deposited is Non-refundable, however substitutions are allowed.
- o Acceptance of the nominations is/are subject to the seat availability and receipt of the participation fee latest by last date for Nominations.
- o Please note that NPC would not provide accommodation before or after the above dates and participants requiring it would arrange the same on their own.

PAYMENT DETAILS

- o Fee is to be paid by DD/Cheque in the name of "National Productivity Council" Payable at New Delhi
- o PAN No: AAATN0402F, Service Tax Registration No. CE/DL-1/953/NPC/2001 .
- o ECS Payment details : Indian Overseas Bank , 70, Golf Link Branch, New Delhi , SB A/C No. 02650100009207 ; MICR 110020007 ; IIFSC No. IOBA0000265.

FORTHCOMING TRAINING PROGRAMMES

Programme	Venue	Dates	Last Date	Participation Fee Per Participant
Leadership & Teamwork for Performance Excellence	Mandli	20th-24th May 2019	10th May 2019	Rs. 50,000/- +GST (Residential) Rs.40,000/- +GST (Non Residential)
Improving Self Productivity-Managing the mind	Ooty	10th June-14th June 2019	31st May 2019	50,000/- +GST (Residential) 40,000/- +GST (Non Residential)
Work life Balance & Stress Management	Munnar	15th July-19th July 2019	5th May 2019	50,000/- +GST (Residential) 40,000/- +GST (NonResidential)

For further details of programme , please visit : npcindia.gov.in

CONTACT DETAILS:

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