



सिद्धिमूलं प्रबन्धनम्
भा. प्र. सं. इन्दौर
IIM INDORE

भारतीय प्रबंध संस्थान इंदौर

INDIAN INSTITUTE OF MANAGEMENT INDORE



Persuasion and Negotiation

Date: June 18-20, 2025

Location: Indore Campus

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Overview

Proper strategy and advanced preparation for a negotiation are as important as your performance at the negotiation table. In this intensive, highly interactive programme on Persuasion and Negotiation, you will learn about different conflict handling strategies, and various steps of planning in high-stakes negotiation. You will also learn about the art of persuasion which will give you an edge during negotiations.

Objectives

- Build a systematic approach to negotiation.
- Create effective strategies for handling cross-cultural negotiations.
- Harness your communication style to maintain business relationships with all parties in a negotiation.
- Develop persuasion skills to ace negotiation on the bargaining table.
- Learn the dynamic approach to negotiation where you jointly create value for all the parties involved and claim value for your own self.

Content

This programme will include sessions on Basics of Conflict Management and Negotiation, Two Party Negotiation, Multi Party Negotiations, Role of Communication in Negotiation, Developing Persuasion Skills to Ace Negotiations.

For Whom

Senior Executives such as CXOs who often involve in complex negotiations.
Executives who are involved in big ticket or high value negotiations.
Executives whose roles involve managing multiple internal and external stakeholders.

Fee

The fee for the programme is Rs. 57,000 /-* per participant (Includes course material, room on twin sharing basis and board expenses). GST, as applicable, will be additional.

Discount

An organisation sponsoring five or more participants to an MDP will be entitled to a group discount of 10% on the total fee payable provided that at least five participants actually attend the programme. If the actual participation is less than 5, refund may be made after deducting the full fee of actual number of participants who attend the training programme. The group discount would be applicable only to short duration programmes of up to 20 days.

Accommodation

Participants opting for accommodation at Indore will be provided room on twin sharing basis, in furnished air-conditioned rooms. Accommodation is on twin sharing basis from noon of day before the first day to noon of the day after the last day of the programme. In case a participant desires accommodation on single occupancy basis, the same may be provided on request, on first-come first-served basis, subject to availability and applicable accommodation charges.

Status of IIMI Alumni for Executive Education Programmes

The participant who completes the programme successfully will be eligible for the Executive Education Alumni status of IIM Indore. The participant is required to apply separately along with the necessary fee of Rs. 1,000/- + GST @18% per person (for two years) and Rs. 10,000/- + GST @18% per person (for Lifetime) to register his name with IIM Indore Executive Education Alumni.

Benefits of IIM Indore's Alumni include

- a) Subscription to the brochures and newsletters from IIM Indore
- b) Access to the IIM Indore Campus Library (on-site access only)
- c) Official email ID of the institute

The Executive Education Alumni status will be available on request and participants will be required to follow the documentation process set-up by the Alumni office. Mere successful completion of the programme, application submission, and fee does not entitle a participant to be eligible for executive education alumni status. IIM Indore reserves the right to confer executive education alumni status.

IIM Indore reserves the right to modify the above conditions at its discretion at any time without notice. Only the courts at Indore will have the territorial jurisdiction to try any disputes arising in respect of the Executive Alumni membership being granted.

Registration

Participants are generally to be sponsored by organizations. However, application by Individuals may also be accepted. A formal communication regarding the acceptance of nomination/application will be sent to nominees prior to commencement of the programme. Nomination form(s) and programme fee through Electronic Fund Transfer must reach the MDP Office 15 days prior to commencement of the programme.

Contact details of the programme coordinator

Prof. Mit Vachhrajani

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About IIM Indore

Indian Institute of Management Indore (IIM-I) is an autonomous public business school located in Indore, Madhya Pradesh, India. IIM Indore has received the prestigious Triple Crown accreditations - first from the Association of MBAs, AMBA in 2016 (a UK-based accreditation agency), second from the AACSB in 2019, and third from the EFMD Quality Improvement System (EQUIS), the globally recognized international organization for management development, in December 2019. IIM Indore is the second IIM in India to receive these triple accreditations.

National and International Rankings

IIM Indore, due to its consistent efforts in improving academic standards and achieving academic excellence in all its programmes, has achieved commendable rankings by various National and International ranking agencies. Presently, IIM Indore is ranked 8th in the NIRF ranking (a Ministry of HRD, Government of India initiative), 61st globally in the Executive Education (Open) programmes and 85th globally in the Executive Education (Customized) programmes in the FT Ranking and 25th rank (Asia) in QS World Rankings for our global MBA



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