



Global Institute of Supply Management (GISM)

Bangalore

Announces

Two days workshop on **Negotiation Skills**

Based on International Trade Centre's

Modular Learning System

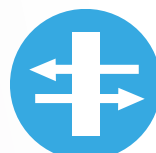
An Initiative supported by the

International Trade Centre (ITC), Geneva



Date

13th & 14th August 2015



Venue

The Chancery

10/6, Lavelle Road,
Bangalore – 560001

Tel: +91-80-22276767
+91-80-41188888



For Registration and more details, please contact

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ABOUT GISM

Global Institute of Supply Management (GISM) is the premier professional Institute in Supply Management. Mission of GISM is to **"Empower Professional Excellence in Supply Management"**. GISM is dedicated to the professional activities like Educational Courses, Executive Development Programs, Seminars, Workshops, In-house Training Programs and Consultancy.

ITC, Geneva and GISM

The International Trade Centre (ITC), Geneva is the focal point in the United Nations for Technical co-operation with developing countries in trade promotion. As an executing agency of the United Nations Development Programme (UNDP), ITC is directly responsible for implementing UNDP financed Projects in developing countries and economics in transition related to trade promotion. GISM is a Network Partner of ITC, Geneva.

ABOUT ITC'S MODULAR LEARNING SYSTEM

The Modular Learning System (MLS) in International Purchasing & Supply Management is a comprehensive educational & training Course that covers the entire Purchasing & Supply Management. The Course consists of 18 core modules, and allied supplementary modules. This unique concept of Modular Learning System in International Purchasing and Supply Management program was developed by a team of SCM experts for ITC, Geneva. ITC has given it the theme "Buying into Competitiveness".

ABOUT THE MODULE "NEGOTIATION SKILLS"

Being able to negotiate the best possible deals with your suppliers can mean the difference between success and failure. In this Module, you will learn how to prepare for and conduct a negotiation in a professional way. You will see how a well-prepared negotiation can substantially increase your chances of success, how to set realistic and achievable negotiation objectives and targets and how to develop an effective negotiation strategy. The art of questioning, active listening and the use of tactics and different persuasion techniques will also be explored. As you work your way through this Module, you will realize that – unlike what many people think – good negotiation skills can be developed and improved, and are not something we are born with.

Negotiation of Goods, Capital & Services not only needs extensive knowledge of the Market but also requires an extensive skill. The objective of this Workshop is to provide such proficiency to the participants.

FOR WHOM

Practicing Professionals holding middle or senior positions in **Procurement/ Supply Chain/ Contracts/ Planning or related areas.**

FEES PER DELEGATE

Rs.5,000/- per Delegate
(Rs.5,700/- Including 14% Service Tax).

10% discount for 2 or more delegates from the same organization.

NOMINATION

Please send your Nominations along with the appropriate fee - Cheque/ Bank Draft drawn in favour of Global Institute of Supply Management, Bangalore. You may also send the nomination by e-mail and courier the Cheque or Bank Draft to GISM.

PROGRAM SCHEDULE

Day 1: Thursday, 13th August 2015

09.00am – 09.30am	Registration
09.30am – 11.00am	Introduction and Getting & Understanding the Facts
11.00am – 11.15am	Tea / Coffee Break
11.15am – 12.45pm	Negotiation Objectives & Strategies
12.45pm – 01.30pm	Lunch break
01.30pm – 03.00pm	Case Study / Role Plays
03.00pm – 03.15pm	Tea / Coffee break
03.15pm – 04.45pm	Preparing for Negotiation – Understanding the market, the Supplier/s and TCO
04.45pm – 05.00pm	Summation of Day 1

Day 2: Friday, 14th August 2015

09.30am – 11.00am	The Negotiation process and Follow Up
11.00am – 11.15am	Tea / Coffee Break
11.15am – 12.45pm	Telephonic Negotiations, Understanding Body Language, Dealing with foreigners
12.45pm – 01.30pm	Lunch break
01.30pm – 03.00pm	Role Plays – Face to Face and Over Telephone
03.00pm – 03.15pm	Tea / Coffee break
03.15pm – 04.30pm	Feedback on Role Plays
04.30pm – 05.00pm	Workshop Summation & Feedback

FACULTY

Mr.SubbaKrishna C and Mr.Srinivas Rao P, highly proficient MLS Trainers specially trained by ITC, Geneva. They have hands-on experience in planning, negotiation and procurement of both Indirect and Direct Goods & Services.

