



Global Institute of Supply Management (GISM)

Bangalore

Announces

Two days Corporate Training on **Negotiation**

Based on

Modular Learning System

An Initiative supported by the
International Trade Centre (ITC), Geneva

Date



15th & 16th June, 2016

Venue



Fortune Inn JP Cordial

68/1, S C Road,
Near Anand Rao Circle,
Bangalore- 560 009.

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For Registration Visit : www.gismind.org/register.html

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FEES PER DELEGATE

Rs. 6,000/-

(Service Tax Extra @ 14 .5%)



ABOUT GISM

Global Institute of Supply Management (GISM) is the premier professional Institute in Supply Chain Management. Mission of GISM is to **"Empower Professional Excellence in Supply Management"**. GISM is dedicated to the professional activities like Educational Courses, Corporate Training-In house/Out bound, Seminars, Workshops, & Consulting.

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. 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. This unique concept of MLS in IPSM 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. Negotiation of Goods, Capital & Services not only needs extensive knowledge of the Market but also requires on extensive skill.

The objective of this Workshop is to provide such proficiency to the participants.

- 1) Introduction
- 2) Getting & Understanding the Facts
- 3) Negotiation Objectives & Strategies
- 4) Preparing for Negotiation
- 5) Follow up & Agreement
- 6) HR - Cultural Sensitization
- 7) Case Studies/Role play

A Comprehensive Course book, Work book & Participation Certificate will be given to all the Participants.

FACULTY

Senior faculties from Industry with hands-on experience in all areas of supply chain & cost reduction activities.

FOR WHOM

The program is suitable to all professionals working in Planning, Procurement, Warehousing, Logistics, SCM and Finance Functions in all sectors of Industry.

