



Report on Negotiation Skills Workshop

Date: February 18th, 2025

Venue: C-415, C Block

Mode of Activity: offline

Type: Academic / Workshop

Target Group: BBA students

Faculty Coordinators:

- Ms. Akanksha Kathuria, SOMC
- Ms. Sukanya Chaudhary, SOMC

Keynote Speaker – Ms. Natasha Gambhir, Corporate Trainer

Number of Participants: 130

Organised by: School of Management and Commerce

Introduction:

The Mastering Negotiation Skills workshop was successfully conducted by the School of Management and Commerce on February 18, 2024. The event aimed to equip approx. 90 participants with essential negotiation strategies, practical tools, and techniques to enhance their negotiation capabilities in both personal and professional settings.

Objective:

The primary objectives of the workshop were to:

- Develop an understanding of effective negotiation techniques.
- Enhance communication and conflict resolution skills.
- Provide hands-on experience through role-plays and interactive discussions.
- Foster critical thinking and strategic decision-making in negotiations.

Content:

The workshop featured an engaging and interactive session facilitated by an expert in negotiation training. Key highlights included:

Keynote Session: Delivered by an experienced negotiation trainer, focusing on fundamental principles, strategies, and psychological aspects of successful negotiations.

Interactive Activities: Participants engaged in role-play exercises, group discussions, and case-based activities to apply negotiation concepts in real-world scenarios.

Q&A Session: Attendees had the opportunity to interact with the expert, clarifying doubts and gaining deeper insights into effective negotiation techniques. Their expertise and

thought-provoking discussions provided invaluable perspectives on the transformation of supply chain practices in the evolving industrial landscape.

Outcome:

By the end of the workshop, participants gained valuable insights into:

- Mastering persuasive communication and negotiation strategies.
- Handling conflicts and achieving mutually beneficial agreements.
- Implementing negotiation techniques in various professional and personal contexts.

Conclusion:

The Mastering Negotiation Skills workshop was a great success, providing participants with practical knowledge and tools to enhance their negotiation effectiveness. The event fostered an engaging learning environment and encouraged active participation. We extend our sincere gratitude to the resource person, faculty coordinators, and participants for their contributions in making this workshop a valuable learning experience. We look forward to organizing more such impactful programs in the future.



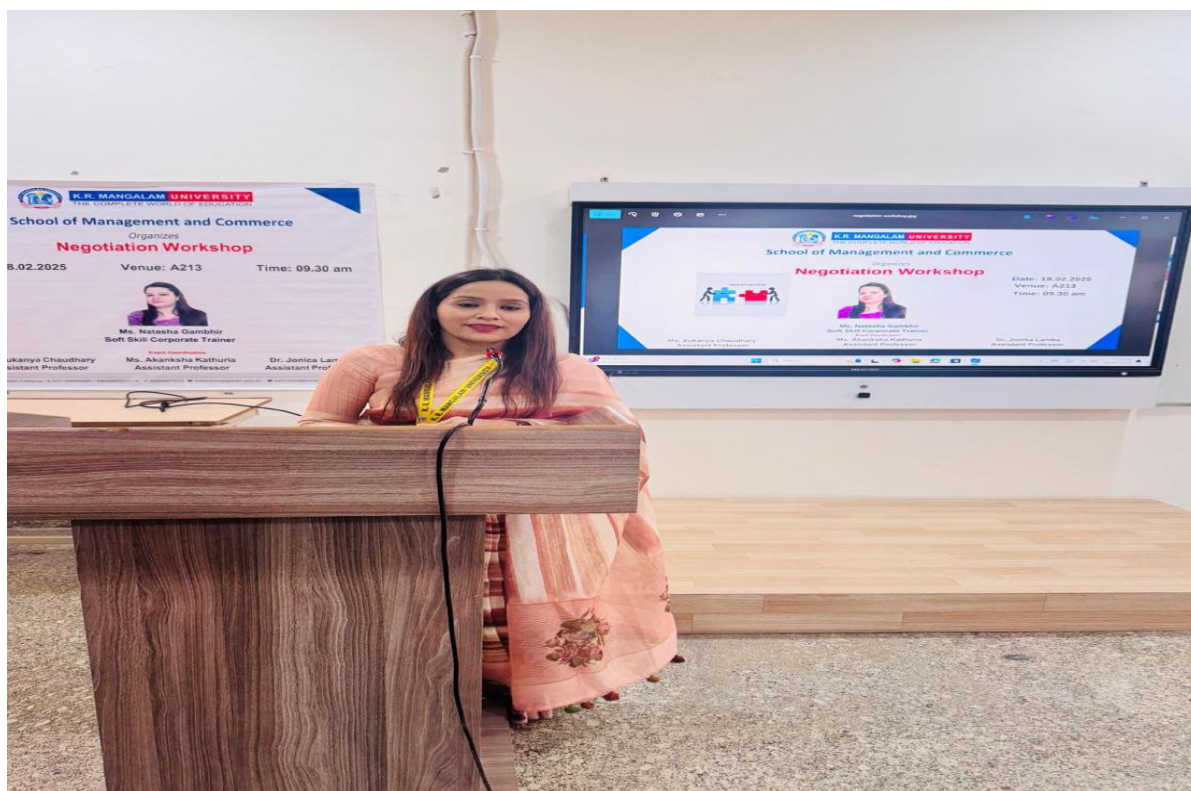
Pic 1. Session by Resource person, Ms. Natasha Gambhir



Pic 2. Felicitation of Esteemed Guest



Pic 3. Felicitation of Esteemed Guests



Pic 4. Ms. Akanksha Kathuria Presenting the Vote of Thanks



Pic 5- Group Photograph with Distinguished Guests and Participants