



CENTRE OF TRAINING & RESEARCH FOR MANAGEMENT SCIENCES

Reg.No. EKM/1/14

CTRMS

GSTN:32ABGPP9065M1Z5

R. O: KNRA - A/29 Shruthi, Nedumon PO, Adoor, Kerala 691556

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CTRMS/TRG/2018/57

21.08.2018

3 Days Training program on "Negotiation Skills & Strategies for Achieving Goal" From 27 - 30 Oct 2018 at GOA

Dear Sir,

CTRMS is a Professional Training & Research Centre registered under Kerala PR act. We are organizing a three days Training program on '**NEGOTIATION SKILLS & STRATEGIES for ACHIEVING GOAL**' as per the details given hereunder. The subjects in the program will be dealt with by an appropriate mix of group discussions, case studies, exercise and lectures & free exotic sight seeing etc

PARTICIPANT PROFILE

Executives & Senior Supervisory staff of Materials Mgmnt, Purchase, Civil, Sales & Marketing, E&M etc
Executives dealing with Tenders, Contracts & Negotiations with other organizations and enterprises.
Executives and Senior staff who are regularly dealing with customers and suppliers etc.

Course contents

▪ Definition & Objectives of Negotiation. ▪ Understanding interests, priorities, goals, Personal biases etc. ▪ Maximizing opportunity thru negotiation ▪ Preparation, cultural differences & impact ▪ Dealing with irrational people and new challenges	▪ Mode of Communication by listening and asking ▪ Making offers at right time and right way ▪ Transforming competition into cooperation and opponent into partners ▪ Managing teams & recognizing when to walk away from the negotiation
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Date & Venue : At Hotel Club Estadia at GOA - from Oct.27thAN – 30th F/N 2018

Course Fee { Rs. 16,500/- per Non Resident Participant per Training program.
Rs. 25,500/- per Resident Participant per program in Double Occupancy.
Rs. 30,500/- per Resident Participant Per program in Single Occupancy* } **+ GST 18%**
as applicable.

***In this stay Wife/Husband of participant will be complementary**

For RESIDENTIAL PARTICIPANTS

Check-in at Hotel : 12 Hrs. onwards & Check out from Hotel : by 12. Hrs.

Kindly send your Nominations to the **Director, Centre of Training & Research for Management Sciences (CTRMS), KNRA/A/29, Shruthi, Nedumon PO, Adoor, Kerala 691556**. You can also visit our site www.ctrms.co.in for further details and queries. You can fill up nominations through the site itself or send thru email: infor@ctrms.co.in /director@ctrms.co.in.

Yours faithfully,

Director