

Management Programs

Influence and Negotiation Strategies Program

Curriculum

Program Outline :

Module 1: Negotiation Theory

- 1. Introduction to Negotiation Theory**
 - Core principles and concepts.
- 2. Putting Theory into Practice**
 - Strategies for applying negotiation theory.
- 3. Negotiation Theory Workshops**
 - Hands-on workshops to practice negotiation theory techniques.

Module 2: Collaborative Approach

- 4. Introduction to Collaborative Negotiation**
 - Core principles and concepts of collaborative negotiation.
- 5. Shifting from Adversarial to Collaborative Negotiation**
 - Techniques for collaborative negotiation.
- 6. Collaborative Negotiation Workshops**
 - Hands-on workshops to practice collaborative negotiation techniques.

Module 3: Influence Strategies

- 7. Introduction to Influence Strategies**

- Core principles and concepts of influence.

8. Developing Strategies for Various Negotiation Scenarios

- Techniques for one-to-one, multiparty, and multi-issue negotiations.

9. Influence Workshops

- Hands-on workshops to practice influence strategies.

Module 4: Dispute Resolution

10. Introduction to Dispute Resolution

- Core principles and concepts of dispute resolution.

11. Skills for Resolving Disputes When Negotiations Break Down

- Techniques for dispute resolution.

12. Dispute Resolution Workshops

- Hands-on workshops to practice dispute resolution techniques.

Module 5: Ethical Approach

13. Introduction to Ethical Negotiation

- Core principles and concepts of ethical negotiation.

14. Emphasizing Rational and Ethical Negotiation Practices

- Strategies for ethical negotiation.

15. Ethical Negotiation Workshops

- Hands-on workshops to practice ethical negotiation techniques.

Elective Modules

16. Data-Driven Decision Making in Negotiation

- Techniques for making decisions based on data and insights.

17. Risk Management in Negotiation

- Strategies for identifying and managing risks in negotiation.

18. Behavioral Decision Making in Negotiation

- Understanding human behavior in negotiation processes.

19. Ethical Leadership in Negotiation

- Ensuring ethical standards in negotiation practices.

20. Collaborative Leadership in Negotiation

- Techniques for effective collaboration in negotiation.

21. Conflict Resolution in Negotiation Settings

- Managing and resolving conflicts in negotiation scenarios.

Websites:

- <https://chools.in/>
- <https://ramaqchools.com/>
- <https://www.choolsgroup.com/>