



LUMS

Rausing Executive
Development Centre

A photograph of a large, multi-story brick building with a curved facade, set against a clear blue sky. In the foreground, there are vibrant pink and purple flowers in a garden. A green banner is overlaid on the bottom right of the image.

NEGOTIATION SKILLS

April 23 - 26, 2019

Suleman Dawood
School of Business

NEGOTIATION SKILLS

Managers negotiate every day and the results have substantial impact on their performance. To be effective, managers need to deal with negotiation situations in a systematic and organized manner.

This 4-day dynamic **Program on Negotiation Skills** has been designed to specifically enhance executives' confidence and ability at the negotiating table to gain strategic advantage. Through experiential tools, lectures and interactive analysis, participants will learn to change the way they view and evaluate action alternatives in competitive situations.

BENEFITS

Through a blend of case studies, role plays and exercises, the 4-day experiential program provides executives opportunity to:

- Learn the essentials of negotiations in varied business contexts
- Understand how negotiating strategies are planned and implemented to optimize performance for self and others
- Gain a deeper understanding of distributive (win/lose) and integrative (win/win) negotiation tactics
- Learn effective tactics & strategies to resolve negotiating deadlocks
- Improve ability while negotiating in groups and as individuals

Program Date:	April 23 - 26, 2019
Program Fee:	PKR 120,000
Venue:	Movenpick, Karachi

“The program has broken down the art of negotiation into structured science which everyone can learn and be efficient in negotiation.”

*Muhammad Usman Tariq
ICI Chemicals*

“I believe the instructors expertise and ability of imparting knowledge is excellent and the course is designed to cover most of the aspects we can relate to our jobs and later apply it to our benefits.”

*Salman Ahsan Bajwa
MAL Pakistan*

WHO SHOULD ATTEND

The program is effective in developing and sharpening negotiation skills at the senior and middle management levels. Therefore directors, general managers and managers from different functional areas such as marketing, finance, human resource management, production etc. are encouraged to apply.

PROGRAM DIRECTORS

ARIF NAZIR BUTT

Professor, Organizational Behavior & HRM
PhD, McGill University

Research Interests:

Organizational Behavior; Human Resource Management; Leadership;
Managerial Negotiations; High Performance Teams; Performance
Management

MUHAMMAD ABDUR RAHMAN MALIK

Assistant Professor
PhD, Lahore University of Management Sciences

Research Interests:

Creativity; Motivation and Performance Management Systems

PROGRAM FACULTY

ANWAR KHURSHID

Professor, Technology and Organizational Management
PhD, Michigan State University

Research Interests:

Organization Design & Development; Change Management; Leadership
& Team Building; Management of Technology & Innovation and Quality
Management

TERMS AND CONDITIONS

ADMISSION PROCESS

Applications will be screened with regard to their suitability for the program. Kindly ensure the submission of your online application by the deadline. Our online application form is available at <https://redc.lums.edu.pk/program-calendar>

**Seat in the program will be reserved on a first-come, first-served basis.*

PROGRAM FEE

The fee includes tuition cost, reading material, tea and lunch served during the program. If you wish to avail accommodation at LUMS, there will be additional fee. It includes accommodation, breakfasts and dinners for the duration of the program. However, any extra charges such as telephones, extra meals etc. should be paid on departure. You may check-in on the evening preceding the start date of the program and check out the morning after the program ends. You are, however, requested to inform us of the time of your arrival and departure.

ACCOMODATION

We offer single bed accommodation at the Rausing Executive Centre. Each bedroom with attached bathroom is equipped with mini-fridge, writing desk and direct dial STD/ISD telephone and cable TV. All bedrooms at REC are internet-ready. *Please note we do not provide accommodation for drivers accompanying participants.*

PAYMENT

Payment is due upon receipt of the acceptance letter along with the invoice. Please ensure that the payment reaches the office BEFORE the start of the program. Space in the program may only be ensured after we receive the fee.

Our preferred mode of payment is by cheque/banker's draft payable to Lahore University of Management Sciences. However, the program fee can also be paid via bank transfer. Please send the cheque to:

Marketing Manager
Rausing Executive Development Centre
Lahore University of Management Sciences
Opposite Sector "U", DHA, Lahore - 54792
Tel: +92-42-35608119-8243

** LUMS is a non-profit organization under the Income Tax Ordinance 2001. Accordingly, the income of LUMS is not tax deductible/collectable.*

DISCOUNT POLICY

If more than two executives from the same organization participate (up to a group size of 5 participants), each additional participant after the first two gets a 20% discount on the program fee.

SUBSTITUTES/TRANSFERS AND REFUNDS

If you are unable to attend a registered course, we will accept a substitute until 2 working days before the program. Substitute candidates will be subject to the same selection process as the original one. If you wish to cancel your name from a program, please notify in writing or on call at least 5 working days before the program. In case of late cancellation, course fee will be refunded after deducting an application processing fee of PKR 20,000.

It is possible to transfer deposited fee to any open enrollment program within 3 years. Transfers should be notified at least 5 working days before the program. In case the participant or sponsoring organization fails to utilize the funds within 3 years, the deposited fee will be forfeited.

Note: *REDC may cancel or postpone a program due to insufficient enrolment or unforeseen circumstances. In this case, university will refund registration fee but will not be responsible for any other related charges/expenses including cancellation/change charges by airline and travel agencies.*

In case of postponement, the fee may be transferred to the rescheduled offering of that program or any other program as an alternate to refund. The University reserves the right to make changes in its program policies and fees at any time.
