NEGOTIATION SKILLS
May 3 - 6, 2021
Live Online Programme
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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 organised manner.

This 4-day dynamic Programme 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.

WHO SHOULD ATTEND
The programme 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.

"Negotiation Skills programme expands one's horizon at a critical level while inculcating a thought pattern that is beneficial both in official and personal settings. It is a very well designed and executed programme, at par with planning and execution witnessed at Wharton and Harvard."

Saad Khan, Mari Petroleum Company Limited

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

- Learn the essentials of negotiations in varied business contexts
- Understand how negotiating strategies are planned and implemented to optimise 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

LIVE VIRTUAL LEARNING FOR EXECUTIVES
The 4-day experiential programme is intelligently adapted to live virtual format imparting a brilliant mix of theoretical concepts, insights from practice, constructive tools and techniques in a highly interactive and engaged e-learning environment. The participants get direct access to LUMS faculty and engage with peers through interactive class discussions, simulations and group project work that helps reinforce learning and networking among the group.
PROGRAMME DIRECTOR

ARIF NAZIR BUTT
Professor, Organisational Behavior and HRM
PhD, McGill University

Research Interests:
Organisational Behaviour; Human Resource Management; Leadership; Managerial Negotiations; High Performance Teams; Performance Management

CO-PROGRAMME DIRECTOR

MUHAMMAD ABDUR RAHMAN MALIK
Associate Professor, Organisational Behavior and HRM
PhD, Lahore University of Management Sciences

Research Interests:
Creativity; Motivation; Performance Management Systems; Team Building and Leadership
TERMS AND CONDITIONS

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

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

PAYMENT
Payment is due upon receipt of the acceptance email/letter along with the invoice. Please ensure that the payment reaches the office BEFORE the start of the programme. Space in the programme may only be ensured after we receive the fee. Payment can be made directly through:

- Debit/credit card by visiting https://pay.lums.edu.pk. You can process the payment by selecting REDC payments from the Payment Type Section and entering a valid voucher number and access code mentioned on the voucher. Additional bank charges may apply.
- Cash, Crossed Cheque or Pay Order/Bank Draft made in favor of "Lahore University of Management Sciences" at any United Bank Limited (UBL) branch against the programme voucher.

However, the programme fee can also be paid via bank transfer. If you wish to dispatch the cheque directly to our office, please send it to:

Manager Marketing
Rausing Executive Development Center
Lahore University of Management Sciences
Opposite Sector 'U', DHA Lahore Cantt Pakistan
(+92 42 3560 8243)

* LUMS is a not-for-profit organisation 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 organisation participate (up to a group size of 5 participants), each additional participant after the first two gets a 20% discount on the programme fee.

SUBSTITUTES/TRANSFERS AND REFUNDS
If you are unable to attend a registered programme, we will accept a substitute until 2 working days before the programme. Substitute candidates will be subject to the same selection process as the original one. If you wish to cancel your name from a programme, please notify in writing or on call at least 5 working days before the programme. 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 enrolment programme within 3 years. Transfers should be notified at least 5 working days before the programme. In case the participant or sponsoring organisation fails to utilise the funds within 3 years, the deposited fee will be forfeited.

Note: REDC may cancel or postpone a programme 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 programme or any other programme as an alternate to refund. The University reserves the right to make changes in its programme policies and fees at any time.