



LUMS

Raising Executive
Development Centre

NEGOTIATION SKILLS

December 17 - 20, 2024

Suleman Dawood
School of Business



NEGOTIATION SKILLS

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

This 4- day dynamic programme 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.

PROGRAMME BENEFITS

Through a blend of case studies, role plays and exercises, this 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

Programme Date:	December 17 - 20, 2024
Programme Fee:	PKR 200,000
Residential Fee:	PKR 75,000
Venue:	Rausing Executive Development Centre, LUMS

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.

“For someone seriously interested in developing negotiation skills, this programme offers a perfect option to avail. The teaching style, the perfect environment and overall experience ideal for learning”

Tariq Hasan - Pak Oman Investment Company Limited

“REDC programme was a breeze of learning for me. I learnt to focus on new skills in areas that were never in my focus while dealing with important projects”

Usman A. Bhatti - GIDS

PROGRAMME DIRECTOR

ARIF NAZIR BUTT

Professor
PhD, McGill University

Research Interests:

Negotiations & Conflict Management; Team Building & Leadership; Cross-Cultural Management; Performance Management

CO-PROGRAMME DIRECTOR

MUHAMMAD ABDUR RAHMAN MALIK

Associate Professor
PhD, LUMS University

Research Interests:

Creativity; Motivation; Performance Management Systems; Team Building and Leadership

TERMS AND CONDITIONS

ADMISSION PROCESS

Applications will be screened with regard to the suitability of the individual participant profile 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.*

PROGRAMME FEE

The fee includes tuition costs, reading material, tea, and lunch served during the programme. If you wish to avail accommodation at LUMS, there will be an additional fee. It includes accommodation, breakfasts, and dinners for the duration of the programme. 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 programme and check out the morning after the programme ends. You are, however, requested to inform us of the time of your arrival and departure.

ACCOMMODATION

We offer single bed accommodation at the Rausing Executive Centre. Each bedroom with an attached bathroom is equipped with a mini-fridge, writing desk, and a 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 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.
- 1BILL payment option available on online/mobile/internet banking payment portals where Invoice/Voucher payment option can be found.
 - Please enter the assigned six-digits 1BILL LUMS identifier (prefix) followed by 13-digit voucher # to fetch bill details i.e., 105867400180223140

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 Centre
Lahore University of Management Sciences
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 course, 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, the course fee will be refunded after deducting an application processing fee of PKR 20,000.

It is possible to transfer the 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, the university will refund the 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 alternative to a refund. The University reserves the right to make changes in its programme policies and fees at any time.
