

Training on Negotiation Skills & Conflict Resolution

From 07/12/2020 to 09/12/2020

**Under State Category Training Programme (SCTP) sponsored by Department of
Personnel & Training (DoPT), Government of India**

This course will tend to develop negotiation and conflict resolution skills – crucial to having a positive influence in any organization. Via structured learning activities (video lectures, quizzes, discussion prompts and written assessments) one can conceptualize and measure power and politics; analyse and develop strategies for influencing stakeholders; and learn how to act with integrity and purpose when ‘playing politics’.

Course Contents:

- Conflict - The basics
- Conflict Management strategies & styles – Different models
- The Negotiation Process - Practical Negotiation Strategies
- Negotiating for a Solution – Bipartite & Multipertite

Dr. Subhrajyoti Ray, Faculty ATI will act as Course Director