

<b>Course Title: Introduction to Negotiation skills</b>			
<b>Course code:</b>	<b>No. of credits: 1</b>	<b>L-T-P: 12-03-00</b>	<b>Learning hours: 15</b>
<b>Pre-requisite course code and title (if any): N.A.</b>			
<b>Department:</b> Policy and Management Studies			
<b>Course coordinator:</b>		<b>Course instructor:</b>	
<b>Contact details:</b>			
<b>Course type:</b> Core		<b>Course offered in:</b> Semester II	
<p><b>Course description:</b>  Contemporary times are of great strife and conflict, with major pulls and pushes that are shattering already fragile fabric of the society we live in, and the bonds that connect us. These times require professionals who can bring about peace and harmony all around, between cultures, countries, communities, classes and businesses. To make this happen, one of the most critical communication skills that an executive is expected to acquire and display is the “art and the science of negotiation.”  As the students prepare to step into the corporate world, they will face multiple situations where negotiations will be critical to a successful business outcome, from pricing to business contracts to mergers &amp; acquisitions, a well-orchestrated negotiation process can make or break the deal and relationship.</p>			
<p><b>Course objectives:</b>  The objectives are:</p> <ol style="list-style-type: none"> <li>1. To familiarize the students with the structure and dynamics of negotiation, preparing them for leadership positions.</li> <li>2. To help students develop their skills in effective use of different forms of influence and persuasion strategies in the decision-making process.</li> <li>3. To facilitate students in rethinking of negotiation as a problem-solving tool and improving their negotiating skills and confidence when engaging in important real-world negotiations at work and other settings.</li> </ol>			