

# NEGOTIATION WORKSHOP



## One-day workshop on principles of negotiations

We negotiate all the time. In our workplace we negotiate with clients, partners, colleagues, vendors, supervisors and many others. Within teams, negotiation and conflict resolution skills are important for group efficacy.

Negotiation is a core leadership skill. To be effective negotiators we need self-awareness, understanding of basic principles, and a lot of practice. The good news is that negotiation skills can be developed.

This workshop aims to introduce participants to principles of powerful negotiation. A significant part of the workshop is based on the learning of the instructors, Thomas Ollapally and Laila Ollapally. They spent a term as Visiting Scholars at the Gould Center for Conflict Resolution, Stanford Law School, where they participated as resource people at the renowned Negotiation workshop.

In a survey amongst senior HR and training managers we found that negotiation skills, along with building team effectiveness, are the most important training needs of young professionals. India lags behind the developed world in imparting negotiation skills to young people.

### WHO SHOULD ATTEND

Young executives



Tech executives



HR personnel



Lawyers



Teams working towards greater effectiveness



### 6 REASONS TO ATTEND

#### Understand negotiation styles

Identify your personal negotiation style and its effective use.

#### Discover win/win approach

Expose yourself to a win/win negotiation approach that will promote positive outcomes and relationships. Learn the art of distributive bargaining; zero sum negotiation.

#### Expand the pie

Identify additional opportunities to generate creative trade-offs.

#### Explore beyond negotiation

Expose yourself to conflict resolution and mediation.

#### Build confidence

To negotiate and resolve conflict within your team.

#### Learn via interactive pedagogy

Through exercises, role play and discussions, we will draw on inputs and literature from Janet Martinez (Stanford), G. Richard Shell (Wharton), Robert Cialdini and other thought leaders in the field of negotiation.

## TESTIMONIALS

The case studies were well thought through and introduced to the group with finesse.

The participants were a very diverse set from various industries that made it all the more interactive.

I got an idea about new tricks and tips to negotiate and understand others. I found it to be very useful.  
-Gunjan Munjal

Excellent session-the highlight was the interactive roleplay session on TWS-Panorama Hotels. Points and concepts such as BATNA, WATNA, MLATNA were highly interesting.  
-Anirudh Chandrashekhar, Infosys



Got to analyse and understand my negotiation style. Ma'am and Sir ensured that the session was super interactive.  
-Jyoti Roy

## INSTRUCTORS



### Thomas Ollapally

IIMA graduate, Thomas Ollapally, Managing Director of Nandi Housing Private Limited, brings with him 45 years of experience as a management consultant and real estate entrepreneur. He was a Director of a business school and a trustee of NGOs in the field of sports and arts.



### Laila Ollapally, MA, LL.M.

Founder of CAMP, Laila Ollapally has been an advocate for over 25 years in the High Court of Karnataka and Supreme Court of India. Mrs. Ollapally has received extensive advanced mediation and negotiation training at Harvard Law School, JAMS (San Francisco), Stanford Law School and the Bangalore Mediation Centre. She is a part of the panel of mediators of the Singapore International Mediation Centre. Mrs. Ollapally regularly trains Judges, lawyers, executives and business school students, Nationally and Internationally.

## About CAMP

CAMP Arbitration and Mediation Practice Pvt. Ltd., is a pioneering institution that provides private mediation services through skilled mediators. As mediators, we see disputes as a failed negotiation and seek to give disputing parties an opportunity to engage in a constructive negotiation. The aim is to settle disputes in a confidential, collaborative and cost-effective way. CAMP mediators are experienced legal professionals with expertise to mediate all kinds of civil and commercial disputes.

Over the years we have developed expertise in conducting negotiation of various forms. Through our Training Division we aim to share this extensive body of knowledge.

### CONTACT US

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