

ONE DAY NEGOTIATION WORKSHOP

#conflictto collaboration



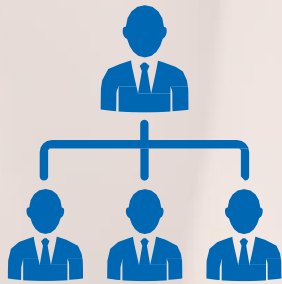
CAMP Arbitration and
Mediation Pvt Ltd

46, 36th Main, BTM Dollar Scheme,
Bangalore 560068, India.

Who Should attend



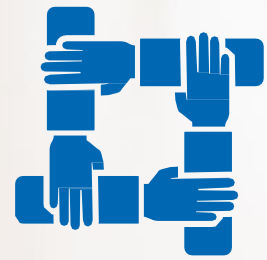
Corporate Executives



HR Personnel



Lawyers



Teams working towards greater effectiveness

Reasons to attend



Understand negotiation styles



Explore beyond negotiation



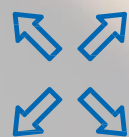
Discover win/win approach



Build confidence



Learn via interactive pedagogy



Expand the pie

Testimonials



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

The training/ seminar was extremely helpful. Very informative.

Mitali Patil, Honeywell

Relevant, precise and crisp. Thoroughly enjoyed every moment of learning.

Sudhir Prabhu, Simhavalokana

Love how the sessions were interactive, experienced people giving examples & story telling to make us understand the concepts.

Madhura M, GoSports Foundation

The case studies and negotiations were quite helpful to understand the concept.

Infosys employee

Very good and informative.

Ranjit Kumar MD, FunderMax India Pvt Ltd

Why 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.

Our trainers



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 the 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.

In 2011, Thomas and Laila spent the fall term at Stanford Law School as Visiting Scholars. Their primary role was to assist the 'Negotiation Seminar' faculty as international resource people. Our training is largely based on the learnings and pedagogy of this negotiation seminar.

Past participants from



Date : 8th August 2026

Fee : INR 15000/-