



Workshop

(Resource Person- Prof. (Dr.) K. K Jain- IIM-Indore)

Prof. (Dr.) K. K Jain conducted a Workshop on “Negotiation Skills” in our School of Management on 16th December 2019. Prof. (Dr.) Kamal K. Jain is a Professor in the Area of OB & HR. He joined IIM Indore in September 2007. Prior to joining IIM Indore, he was working as Professor of Strategic Management/HR with University Tun Abdul Razak, Malaysia. During his 40 years of teaching career he has held various academic and administrative positions. He has taught courses like Management, Organizational Policy and Strategy, Human Resource Management, Managerial Leadership, Collective Bargaining and Negotiation, and Organizational Learning and Knowledge Management. He has supervised 8 Ph. D candidates so far. He has published around 60 research articles in the national and international journals and his bio-data has been included in Reference Asia - Asia's Who is Who of Men and Women of Achievement, and Trainers and Training Institutions - Who is Who. His consulting engagements are in the area of HR Audit, Organizational Climate Survey, and Competency Mapping.

The workshop was a unique one in which an eminent resource person focused on Story-Telling Pedagogy. The importance of negotiation in our personal and business life and our career can't be overestimated. The resource person produced meaningful insights on negotiation and its importance. The faculty members and the MBA students who were the participants were updated with the effective techniques to improve negotiation skills. The eminent resource person focused on the concept of asking and framing situations. Multiple Videos, film clips and audios were used to elucidate the concept of negotiation skills. He also talked about concept of Pre-suasion which is a term derived from Persuasion in Negotiation. Also “Power of Why” was explained in a beautiful manner. It was a wonderful learning experience for the participants.

Few Glimpses of the Workshop:



Workshop organised by: Mr. Abhishek Singhal (Asst. Professor (SOM))

Rapporteur: Dr. Shahid Amin, Assistant Professor, SOM, ITM University Gwalior