

Learning Beyond Learning



Quest for Excellence: Custom *Dynamic Learning* Programs

Negotiation Dynamics

Powering Dynamic Learning

Dynamic Learning is a forward-looking learning solutions firm geared to catapult the learning capabilities of organizations, professionals, individuals and groups to newer heights.

With today's rapid pace of globalization, executives and organizations ought to endure major challenges to keep pace with the present, and to prepare well for the future. The professional world today demands nothing but excellence.

Dynamic Learning offers world-class custom learning deliverables for organizations, channeled through real-world, case-based learning solutions preparing participants for intense business challenges. Powering learning, we help our participants and clients take on the world dynamically.



Negotiation Dynamics

Influencing Negotiation Decisions

Dynamic Learning presents a 2 day program workshop on negotiation strategies titled Negotiation Dynamics.

Negotiations are a way of life. In today's demanding economic climate, negotiations have become critical to reach business goals. Negotiation Dynamics allows participants many opportunities to learn to negotiate their way to success, and turn the tide on their side. The program enables participants to mimic real-life complex, multi-party, multi-issue negotiations with various parties – from internal constituents to cross-continental clients – and get the most of their negotiations. The program learning spans pertinent theory, application of frameworks, examples and cases, and real-world simulations, with constant feedback to participants to fine-tune their learning applications and skills.

Education is not preparation for life. Education is life itself.
John Dewey

Benefits to Participants

- Increase your mastery of negotiations by learning and practicing a systematic approach to apply to any negotiation.
- Identify your own and your partner's negotiation styles to forge better deals.
- Develop foundations of effective negotiations.
- Manage similarities and differences in cross-cultural negotiations.
- Identify your strengths and weaknesses in negotiations and develop your personal negotiation style.
- Learn the importance of relationships in negotiations and transforming competition into cooperation.
- Better understand culture, perception, and international transactions.
- Get a hang of dealing with emotional and irrational situations.
- Understand and practice your role in business negotiating environments.
- Learn how to avoid common decision traps.

Impact on Organizations

- Get the most out of your current negotiations while strengthening long-term team relationships.
- Achieve a better outcome in future negotiations.

For Whom

- Senior sales personnel
- Senior traders
- Investment bankers, project financiers, syndicators
- M&A and strategic planning executives
- Business heads and business development executives
- Legal, finance and other professionals advising on major deals
- HR professionals



Program Highlights

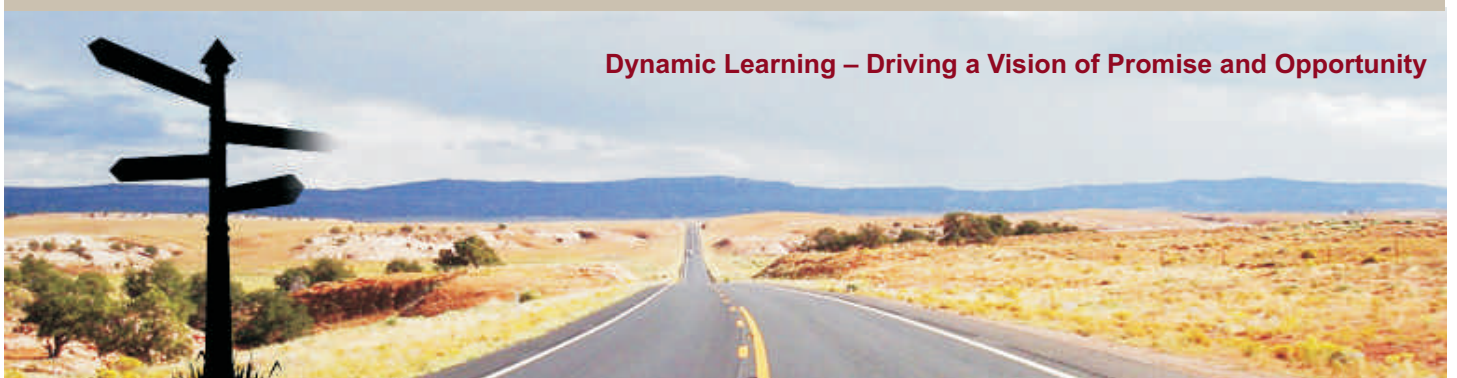
- Powerful, straightforward tools
- Eye opening experiences
- Group exercises that expand the learning impact
- Dynamic curriculum and delivery leading to transformational leadership experience

Note

- All participants will be given top-of-the-line training material, beneficial handouts, and participation certificates.
- Maximum class size of 20 participants.

Faculty: M Jahanara (Columbia, GSB 11; Harvard, HKSEE 10) is an expert on negotiation skills, and Manish Naik (Columbia, GSB 11; Harvard, HKSEE 09) is a management educator. The trainers bring years of experience from the academia, industry and international exchanges.

Dynamic Learning – Driving a Vision of Promise and Opportunity



Dynamic Learning

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