

**Indian Institute of Materials Management
Bangalore Branch**

Announces

Two - Day Certification Workshop on

“COMMUNICATION & ADVANCED NEGOTIATION SKILLS”

Online



**Date: 29th January and 5th February 2022 (Saturday)
from 10.00 am to 1.00 pm on line MS Team Application**

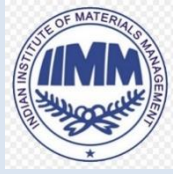
Registration is Mandatory:

[Click here to Register](#)

Organized by

Indian Institute of Materials Management

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ABOUT IIMM

Indian Institute of Materials Management is the premier professional Institute of Materials Management in India. Our mission is to “promote professional excellence in materials management towards national prosperity through sustainable development” through its national network of 52 branches and 19 chapters spread over the length and breadth of the country. IIMM is dedicated to the professional activities including Educational Courses, Executive Development Programmes, Seminars, Workshops, In-house Training Programmes and consultancy.

INTERNATIONAL AFFILIATION

To have an effective global interaction on the subject, IIMM is a charter member of International Federation of Purchasing and Supply Management (IFPSM), USA which has its roots in 33 countries from all the six continents, representing views of Purchasing and Materials Management professionals world-wide. Its major aim is to encourage professional development, education and cross-cultural exchange and cooperation in Purchase, Materials Management, Logistics, International Trade and other related disciplines.

IIMM ASSOCIATION WITH ITC UNCTAD / WTO

The International Trade Centre (ITC) UNCTAD/WTO is the Focal point in the United Nations for Technical co-operation with developing countries in trade promotion. As an executing agency of the United Nations Development Programme (UNDP), ITC is directly responsible for implementing UNDP financed Projects in developing countries and economics in transition related to trade promotion.



OBJECTIVE OF SESSIONS: COMMUNICATION & ADVANCED NEGOTIATION SKILLS

In a globally competitive and dynamic Supply Chain Scenario – with very short product lifecycles and low time-to-market targets - a competent and *collaborative supplier base and thoughtfully framed contracts* could have a great positive impact on the sustainable growth and profitability of your business.

Effective business communication skills are vital to successful co-worker and customer interactions. Listening is one of the most important aspects of communication. Body language, tone of voice, word choice, message clarification and communication style all come into play, and can make the difference in interpersonal transactions and interactions. *“We believe that, as you work your way through this workshop, you will realize that - unlike what many people think – good communication and negotiation skills can be developed.”*

Suppliers are our business partners. Ability to negotiate the best possible deals with our suppliers can mean the difference between success and failure. In this workshop, you will learn how to prepare for, and conduct a negotiation in a professional manner. You will also learn how a well-prepared negotiation can substantially increase your chances of success, how to set realistic and achievable negotiation objectives and targets, and how to develop a negotiation strategy.

This workshop will help Supply Chain Professionals in evolving a system for appraising and building collaborative relationships with suppliers. The art of questioning, active listening and the use of tactics and different persuasion techniques will also be explored.

FOR WHOM

Practicing Professionals holding middle or senior positions in Procurement/ Supply Chain / Contracts / Planning or related areas with experience to meaningfully participate in this program.

DELEGATE FEE

Rs. 4,000 /- per Delegate (GST 18% Extra)
Rs. 3,500/- for IIMM Members (GST 18% Extra)
GST Registration Number: 29AAAAI0056P1ZF

NOMINATION

Please send your Nominations to IIMM Bangalore Branch with the appropriate fee by cheque/bank draft / NEFT /RTGS on or before 27.01.2022. You may also send the nomination by e-mail.

**Link for Joining workshop: Registrants will get the link for joining workshop
on 27.01.2022**

FACULTY

The faculty consists of IIMM senior faculty and who are specialists in concerned topics /Subjects and having Professional Industry rich experience, who will make the process or understanding simple and easy.

PROGRAM SCHEDULE

Saturday, 29th January 2022

10.00 am – 11.00 am	Effective business communication skills
11.00 am – 12.00 pm	Art of asking questions, Understanding Body Language, Use of Advanced Techniques & Tactics,
12.00 pm – 01.00 pm	Negotiating with people from other countries, Negotiation over phone

Saturday, 5th February 2022

10.00 am – 11.00 am	Preparing for Negotiation – Collecting the facts and Understanding them
11.00 am – 12.00 pm	Understanding the Supplier/s, Finalizing Negotiation Objectives & Strategy
11.00 am – 01.00 pm	Roll play

For more details please contact following:

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