

Vidya Prasarak Mandal's **Maharshi Parshuram College of Engineering, Velneshwar** At: Velneshwar, Hedvi-Guhagar road, , Taluka: Guhagar, Dist: Ratnagiri (Maharashtra) 415 729 (AICTE & DTE approved and affiliated to University of Mumbai)

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Negotiation Skills and Team Building:



Vidya Prasarak Mandal, Thane's Maharshi Parshuram College Of Engineering Hedvi-Guhagar road, At Velneshwar, Taluka: Guhagar, I Dist Ratnagin (Maharashtra) 415 729 (AICTE & DTE approved and affiliated to University of Mumbail)

2017-18.

Tel No. 02359 205237 / 38 Email: info@vpmmpcoe.org E-mail: mpcoe@vpmthane.org URL www.mpcoe.org

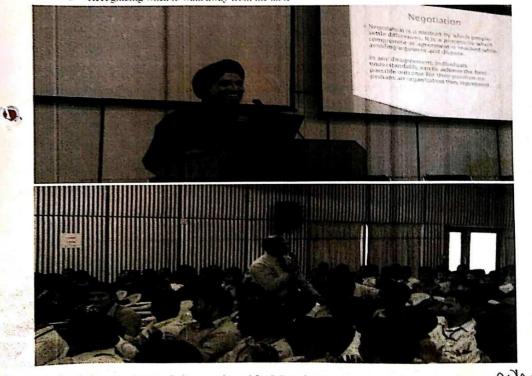
Date - 21/03/2017 - 9-22/09/00F,

Activities for B.E. Students

Negotiation Skills and Team building training activity was conducted in august. Program was conducted by Guest speakers Dr. Bedi and Dr. Joshi, VPM Thane for B.E students.

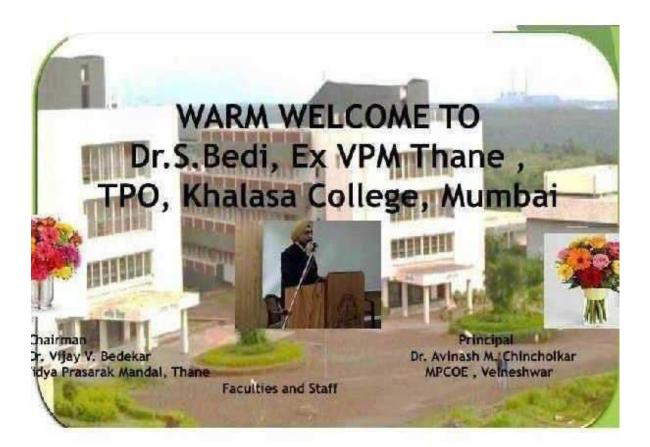
Program highlights are

- > Understanding the interests, priorities, and goals of all parties
- Maximizing opportunity through pre-negotiation preparation
- Knowing how personal biases and cultural differences impact negotiations
- Dealing with irrational people and challenging relationships
- Improving communication by listening and asking questions
- Making offers at the right time and in the right way
- Transforming competition into cooperation—and opponents into partners
- Managing teams of negotiators more effectively
 Recognizing when to walk away from the table





Soft Skill and personality Work shop conducted for B.E students



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