

<b>Negotiating in India</b>	
<b>Duration</b>	3 hours
<b>Objective</b>	To assist the delegates to prepare for more productive negotiations with India suppliers.
<b>Content</b>	<p><b>Topics</b></p> <ul style="list-style-type: none"> <li>• Pre-negotiation action</li> <li>• Deciding on the right person to handle your negotiations</li> <li>• Different forms of negotiations               <ul style="list-style-type: none"> <li>o mediums</li> <li>o objectives</li> <li>o key objectives - yours and theirs</li> </ul> </li> <li>• Avoiding and minimising conflicts</li> <li>• Supporting documentation - what is expected?</li> <li>• Contracts:               <ul style="list-style-type: none"> <li>o attitudes towards</li> <li>o key features</li> </ul> </li> <li>• Interpersonal skills - creating rapport</li> <li>• Language of negotiations               <ul style="list-style-type: none"> <li>o Using English with non-native speakers of English</li> </ul> </li> <li>• Identifying the decision makers</li> <li>• Post-negotiation action (follow-ups)</li> </ul>
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