

# Bharath

INSTITUTE OF HIGHER EDUCATION AND RESEARCH

(Declared as deemed to be university under section 3 of UGC Act 1956, vide notification No.F.9-5/2000-U.3)

SCHOOL OF ARTS

Date: 01.04.2022

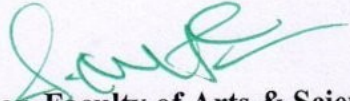
CIRCULAR

**Sub: Organizing Value added Course: SUCCESSFUL NEGOTIATION : ESSENTIAL STRATEGIES AND SKILLS**

With reference to the above mentioned subject, we bring it to your notice that School of Arts, Bharath Institute of Higher Education & Research is organizing “**Value added course SUCCESSFUL NEGOTIATION : ESSENTIAL STRATEGIES AND SKILLS**”

” The syllabus and registration form is enclosed below.

The candidates those who are interested to join must fill the registration form and submit to the Course Coordinator Mr.P. SRINIVASAN, Department of Business Administration on or before 12.04.2021. The Registration form received after the mentioned date shall not be entertained under any circumstances.

  
Dean-Faculty of Arts & Science

Encl: A copy of Syllabus & Registration form

Copy To:

- 1.All HODs
- 2.Office File/ Notice Board
- 3.Course Coordinator



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SCHOOL OF ARTS

Registration Form

Value Added Course

SUCCESSFUL NEGOTIATION: ESSENTIAL STRATEGIES AND SKILLS

Date: 15/4/2022

Name : RUBAN BOSE *rk*

Reg.No. : U17BBA036.

Date of Birth : 26/08/1998

Gender : MALE

Department : BBA

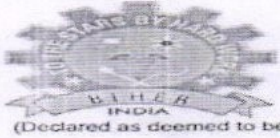
Year : 2022

Contact No. : 9080634855

Email ID : Ruban.Bose187@gmail.com.

Course Applied For : Successful Negotiation : Essential Strategies  
and Skills

*L. Lakshmi*  
Signature



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SCHOOL OF ARTS

Registration Form

Value Added Course

SUCCESSFUL NEGOTIATION: ESSENTIAL STRATEGIES AND SKILLS

Date: 15/4/2022

Name : T. Deepak  
Reg.No. : 017BA 035  
Date of Birth : 21/03/1998  
Gender : Male  
Department : BBA  
Year : 2022  
Contact No. : 86115 22216  
Email ID : Deepu.Ragora@gmail.com.  
Course Applied For : Successful Negotiation, Essential Strategies and Skills

T. Deepak  
Signature

**Bharath Institute of Higher Education & Research**  
**School of Arts**  
**Students Registration List**

**Value Added Course: Courses on SUCCESSFUL NEGOTIATION: ESSENTIAL STRATEGIES**

S.NO	REG.NO	NAME OF THE CANDIDATE	DEPARTMENT
1	U16BA022	KARUN ANBU KUMAR R	BBA
2	U16BA024	SIVARAJ R	BBA
3	U16BA025	PRABHAKARAN M	BBA
4	U16BA026	VIGNESWARAN S	BBA
5	U16BA027	LAL THAWMMAWIA F	BBA
6	U16BA028	SYED ANFAL	BBA
7	U16BA029	SARAVANAN M	BBA
8	U16BA030	PARTHIBAN P	BBA
9	U16BA031	VIJAYALAKSHMI M	BBA
10	U16BA032	BHAGAVATH SINGH M	BBA
11	U16BA033	KARTHICK S	BBA
12	U16BA034	TAMILAZHAGAN S	BBA
13	U16BA035	SHRISTI BANERJEE	BBA
14	U16BA036	DHEYVANAI T	BBA
15	U16BA037	ARUN KUMAR M	BBA
16	U16BA038	JACINTH KHONGWIR NONGSIEJ	BBA
17	U17BA035	DEEPAK .T	BBA
18	U17BA036	RUBAN BOSE .R	BBA
19	U17BA037	MOHAMED NOUSATH .A	BBA
20	U17BA038	SANTHOSH KUMAR .S	BBA
21	U17BA039	JAGATH RATCHAGAN .J	BBA
22	U17BA040	LOKESH .K	BBA
23	U17BA041	MANOJ KUMAR .E	BBA
24	U17BA042	HANUMANTH .G	BBA
25	U17BA043	NAGALARPU VAMSY	BBA
26	U17BA044	ARJUN .A	BBA
27	U17BA045	HARI PRASATH .K	BBA
28	U17BA046	CHITRA ARASAN .G	BBA
29	U17BA047	KRISHNA MOHAN SINGH	BBA
30	U17BA048	SRINIVASAN .K	BBA

## SYLLABUS

### SUCCESSFUL NEGOTIATION : ESSENTIAL STRATEGIES AND SKILLS

**UNIT – I** Introduction What is negotiation? Why negotiate? When to negotiate? Negotiation Strategies.

**UNIT – II** Negotiation Models & Human Interaction Paradigms Win/Win Win/Lose Lose/Win Lose/Lose - Win-Win Characteristics – The Negotiation Game - Nash Equilibrium - The Prisoners' Game - Negotiation Outcomes

**UNIT - III** PRAM Model - Required Communication Skills - Meet LARS - Non-Verbal Communication - Body Language Roles - Interpersonal Skills - The Driver Style - The Expressive - The Amiable - The Analytical- Negotiation Behaviors - The Red Behavior - The Blue Behavior - The Purple Behavior

**UNIT – IV** Negotiation Phases - Plan - Debate - Propose - Bargain - Integrative vs. Positional Bargaining- The Best Alternative to a Negotiated Agreement (BATNA) - The Worst Alternative to a Negotiated Agreement (WATNA)

**UNIT – V** The Walk Away Position (WAP) - Zone of Possible Agreement (ZOPA) - Conflict Management - Personality & Negotiation - Alternative Dispute Resolution (ADR) - ADR Spectrum Mediation - Mediation vs. Litigation

Bharath Institute of Higher Education & Research

School of Arts

Course TimeTable

Value Added Course: Courses on **SUCCESSFUL NEGOTIATION: ESSENTIAL STRATEGIES AND SKILLS** Duration:30 Hrs

S.No	Date	Time	Hour
1	15/4/2022	4.00pm to 6.00pm	2
2	17/4/2022	4.00pm to 6.00pm	2
3	18/4/2022	4.00pm to 6.00pm	2
4	19/4/2022	4.00pm to 6.00pm	2
5	20/4/2022	4.00pm to 6.00pm	2
6	21/4/2022	9.30 am to 12.30pm	3
7	<b>22/4/2022</b>	4.00pm to 6.00pm	2
8	24/4/2022	4.00pm to 5.00pm	1
9	25/4/2022	4.00pm to 5.00pm	1
10	26/4/2022	4.00pm to 5.00pm	1
11	27/4/2022	4.00pm to 6.00pm	2
12	28/4/2022	9.30 am to 12.30pm	3
13	<b>29/4/2022</b>	4.00pm to 5.00pm	1
14	05-02-22	4.00pm to 5.00pm	1
15	05-03-22	4.00pm to 5.00pm	1
16	05-04-22	4.00pm to 5.00pm	1
17	05-05-22		

**Bharath Institute of Higher Education & Research**  
**School of Arts**  
**Lesson Plan**

**Value Added Course: Courses on SUCCESSFUL NEGOTIATION: ESSENTIAL STRATEGIES AND SKILLS Duration:30 Hrs**

S.No	Date	Topic	Time	Hour
1	15/4/2022	<b>Introduction What is negotiation? Why negotiate?</b>	9.30 am to 12.30pm	3
2	17/4/2022	When to negotiate? Negotiation Strategies - Mediation vs. Litigation	4.00pm to 6.00pm	2
3	18/4/2022	Negotiation Models & Human Interaction Paradigms	4.00pm to 6.00pm	2
4	19/4/2022	Win/Win Win/Lose Lose/Win Lose/Lose - Win-Win Characteristics	4.00pm to 6.00pm	2
5	20/4/2022	The Negotiation Game - Nash Equilibrium ADR Spectrum - Mediation	4.00pm to 6.00pm	2
6	21/4/2022	The Prisoners' Game - Negotiation Outcomes	4.00pm to 6.00pm	2
7	22/4/2022	<b>PRAM Model - Required Communication Skills - Meet LARS</b>	9.30 am to 12.30pm	3
8	24/4/2022	Non-Verbal Communication - Body Language Roles	4.00pm to 6.00pm	2
9	25/4/2022	Interpersonal Skills - The Driver Style - The Expressive	4.00pm to 5.00pm	1
10	26/4/2022	The Amiable - The Analytical- Negotiation Behaviors - The Red Behavior	4.00pm to 5.00pm	1
11	27/4/2022	The Blue Behavior - The Purple Behavior - Negotiation Phases - Plan	4.00pm to 5.00pm	1
12	28/4/2022	Debate - Propose - Bargain - Integrative vs. Positional Bargaining	4.00pm to 6.00pm	2
13	29/4/2022	<b>The Best Alternative to a Negotiated Agreement (BATNA)</b>	9.30 am to 12.30pm	3
14	05-02-22	The Worst Alternative to a Negotiated Agreement (WATNA)	4.00pm to 5.00pm	1
15	05-03-22	The Walk Away Position (WAP)- Zone of Possible Agreement (ZOPA)	4.00pm to 5.00pm	1
16	05-04-22	Conflict Management - Personality & Negotiation	4.00pm to 5.00pm	1
17	05-05-22	Alternative Dispute Resolution (ADR) -	4.00pm to 5.00pm	1



# Shaheed

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## SCHOOL OF ARTS

### Course Feedback form

### Value Added Course

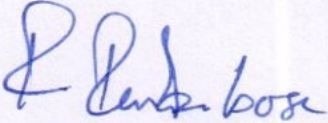
Date: 15.04.2022

Course Title: SUCCESSFUL NEGOTIATION: ESSENTIAL STRATEGIES AND SKILLS

Name: P. Ruban Bose  
RegNo: 017BA036  
Department: BBA

S.No	Particulars	1	2	3	4	5
(1. Very Unsatisfied 2. Unsatisfied 3. Neutral 4. Satisfied 5. Very Satisfied)						
1.	Ojectives of the course clear to you					
2.	Course contents met with your expectations					
3.	Lecture sequence was well planned					
4.	Lectures were clear and easy to understand					
5.	Teaching aids were effective					
6.	Instructors encourage interaction and were helpful					
7.	The level of the course					
(1. Very poor 2. Poor 3. Average 4. Good 5. Excellent)						
8.	Overall rating of the course:	1	2	3	4	5

Please give Suggestion for the improvement of the course:

  
Signature





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## Course Feedback form

### Value Added Course

Date: 15.04.2022

Course Title: SUCCESSFUL NEGOTIATION: ESSENTIAL STRATEGIES AND SKILLS

Name: T. Deepak  
RegNo: U17B035  
Department: BBA

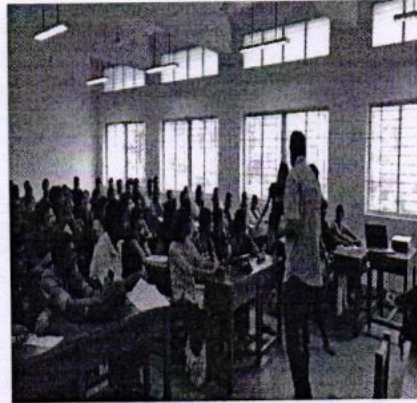
S.No	Particulars	1	2	3	4	5
(2. Very Unsatisfied 2. Unsatisfied 3. Neutral 4. Satisfied 5. Very Satisfied )						
1.	Ojectives of the course clear to you					
2.	Course contents met with your expectations					
3.	Lecture sequence was well planned					
4.	Lectures were clear and easy to understand					
5.	Teaching aids were effective					
6.	Instructors encourage interaction and were helpful					
7.	The level of the course					
(2. Very poor 2. Poor 3. Average 4. Good 5. Excellent)						
8.	Overall rating of the course:	1	2	3	4	5

Please give Suggestion for the improvement of the course:

SUCCESSFUL NEGOTIATION : ESSENTIAL STRATEGIES AND SKILLS

Resource person: R.Ramesh.

Chennai.





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ACCREDITED WITH 'A' GRADE BY NAAC

SCHOOL OF MANAGEMENT STUDIES  
CERTIFICATE OF PARTICIPATION

This is to certify that

**Mr.M.Murugan**

Has participated in the **SUCCESSFUL NEGOTIATION: ESSENTIAL STRATEGIES AND SKILLS** conducted by the school of Management Studies, BIHER from **15<sup>th</sup> APRIL to 5<sup>th</sup> MAY 2022**

**Mr. P.Srinivasan**  
Course Coordinator

**Dr.A.Geetha**  
Convenor

**DrA.Muthukumaravel**  
Dean – Arts & Science