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**MANAGEMENT DEVELOPMENT PROGRAMME
ON
Negotiation Skills in Changing
Business Environment**

(19th, 20th & 21st December, 2016)

Programme Facilitator

Prof. (Dr.) Haradhan Das



9th B-School in India with Double
International Accreditation

Venue : ASBM Campus, Bhubaneswar

एशियन बिजनेस प्रबंध संस्थान

Asian School of Business Management

Bhubaneswar

About the Programme

Liberalisation & Globalisation has changed the Industrial Relations scenario of Management in the Country. Today, we look forward to competition as Global Market and Multi - National companies are looking forward to Indian soil – a fertile ground for their growth and development. It is not enough to just manage an organisation, but need of the hour is to manage the organisation effectively for achieving Corporate Excellence. And, unless organizations learn to tune human resources, success will be elusive. The effectiveness of the organisation depends upon the strength of its Human Resources as the HR has been identified as the core of the whole system. In view of this, ASBM is offering this programme for the benefits of the Executives working in different Corporate Sectors.

Objectives

- ▶ To expose the participants to the changing industrial scenario and dynamics of Human Resource Management, in understanding the nature and causes of disputes, dispute settlement mechanism
- ▶ To provide an insight into the collective bargaining process, grievance procedure
- ▶ To get insight into the recent development of Negotiation Techniques

Course Content

- ▶ Changing Scenario and dynamics of Human Resource Management
- ▶ Interaction of various parties to address Industrial Relations
- ▶ Disciplinary Powers and Policies
- ▶ Role of Trade Unions, Employers, Employers' Associations, Governments, Judiciary in Discipline
- ▶ Industrial Relations Strategy
- ▶ Industrial Relations Decisions
- ▶ Disciplinary Procedures - Role of Human Resource Management in resolving disputes

For Whom

This programme is designed for Working Executives

Duration

This programme will commence on 19th December, 2016 and will be over by evening of 21st December, 2016. Participants may plan their return travel after 6.00 pm on 21st December, 2016.

Pedagogy

Emphasis will be on bringing clarity of thought through discussion of case studies, hands-on with examples, exercises, presentations, discussions, etc and supported by audio-visual and micro lab.

Registration

Participants should be nominated by his/her organisations. The last date for receiving nomination is 10th December 2016.

Fees

The Fee is Rs. 15,000/- per residential participant which includes charges for boarding, lodging (in the Institute's Guest House), course material, certificate, photograph and training kit. Snacks and Tea/ Coffe will be served during the session breaks the fee is Rs. 10,000/- per non-residential participant which includes all the above except boarding and lodging.

Nomination

Please send the duly filled in nomination form along with a Demand Draft drawn in favour of "Asian School of Business Management", payable at Bhubaneswar to The MDP & Consulting Division, Asian School of Business Management, Corporate Office, 8, Sai Anandam Complex, Patia Square, Bhubaneswar – 751 024. The fee is non-refundable, but can be adjusted against another participant or any other Management Development Programme of the Institute, if the nominated participant is not able to attend this programme.



Programme Facilitator

Prof. Haradhan Das

M.A - PM & LW (TISS), LL.M, Ph.D

Dr. Das holds Masters in Personnel Management & Labour Welfare from Tata Institute of Social Sciences (TISS, Mumbai) with Masters in Economics from Calcutta University. He also has a Master degree in Law from North Gujarat University and Ph.D. from H. N. Bahuguna Garhwal University (a central university).

Prof. Das has vast industry experience of more than 35 years in reputed organizations like British Oxygen, Voltas, Cycle Corporation of India and ONGC. His last

industry assignment was General Manager (Personnel & Administration) in ONGC. He has long teaching experience of about 11 years as visiting faculty of reputed Institutions like Assam Central University, North Gujarat University, Adikavi Nannayya University and ASBM-Hyderabad. He has also published many research papers in national and international referred journals.

Areas of interest – Industrial Relations, Strategic Management



The Institute

Asian School of Business Management, located in the lap of nature on the outskirts of Bhubaneswar, the capital city of Odisha, is an autonomous business school. Established in 2006 by a team of dedicated educationists and management professionals led by Prof. Biswajeet Pattanayak, former Professor of IIM Lucknow & Indore, ASBM has been benchmarked with the IIMs for providing quality management education. It offers the PGDM programme approved by AICTE, Ministry of HRD, Govt. of India. The quality parameters of the school have earned it two international accreditations – ACBSP (USA) and SAQS. In fact ASBM is the 9th B School in the country to have been honoured with double international accreditation.

Besides playing a pivotal role in providing value based management education with an industry driven curriculum, ASBM is also committed to research and development. By dint of continuous innovation in its approach for excellence, the institute has been rated A++ by Business India, has bagged the Top B-School Award by Competition Success Review, and has figured in the Top B-Schools List in a survey conducted by Dainik Bhasker Lakshya B-School Survey. The Institute has also been rated highest on governance parameter, along with IIM Ahmadabad for three consecutive years by Indian Management best B-School Survey.

To realize its vision to set the best standards for management education and business leadership, ASBM has entered into

coveted MoU with internationally reckoned centers of learning and excellence like St. Cloud State University, USA; California State University, San Bernardino (CSUSB), USA, North Carolina Central University (NCCU), USA, Westcliff University, California, USA; Universidad Argentina de la Empresa (UADE), Argentina; Management Development Institute of Singapore (MDIS), Singapore etc. The Department of MSME, Government of India has sponsored establishment of a Business Incubation Centre in ASBM to give a fillip to entrepreneurship.

As a part of its Industry Connect initiatives, ASBM regularly conducts Management Development Programmes (MDP), In-company programmes and undertakes consultancy programmes for executives at all levels. The broad objectives of ASBM MDP are to enable the participants to:

- Keep themselves abreast of the new developments at the industry level;
- Identify the conditions — both individual and institutional — that provide opportunities for professional development and personal transformation;
- Understand their role in planning initiatives considering various ethical dimensions;
- Understand the nuances of effective leadership and thereby develop and lead high-functioning teams; and
- Function as effective change agent.



For further details, please contact :

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