

NEGOTIATION WORKSHOP



One day workshop on principles of negotiation

Venue :CAMP Office on 16th November 2018

WHO SHOULD ATTEND

BUSINESS EXECUTIVES

LAWYERS

HR PERSONNEL

TEAMS WORKING TOWARDS
GREATER EFFECTIVENESS

Testimonials from our
earlier workshops:

“Efficient, professional,
content-oriented, well
structured.”

“I am immensely benefited
from this workshop .”

10am-5:30pm,
workshop fee-Rs 10000 includes
course book,snacks and lunch

WHY YOU SHOULD ATTEND

- **understand negotiation styles**
- **discover win/win approach**
- **expand the pie**
- **explore beyond negotiation**
- **build confidence**
- **learn via interactive pedagogy**

Instructors



Thomas Ollapally, IIMA graduate, Managing Director of Nandi Housing Private Limited. He brings with him 45 years of experience as a management/marketing consultant and real estate entrepreneur. He is a trustee of NGOs in the field of sports and arts.



Laila Ollapally, M.A .LLB, Founder of CAMP. She has been an advocate for over 25 years in the High Court of Karnataka and Supreme Court of India. Mrs. Ollapally has received extensive advanced mediation and negotiation training at Harvard Law School, JAMS (San Francisco), Stanford Law School and the Bangalore Mediation Centre. She is a part of the panel of mediators of the Singapore International Mediation Centre. Mrs. Ollapally regularly trains Judges, lawyers, executives, and business school students, nationally and internationally.

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