



गोंडवाना विद्यापीठ, गडचिरोली

(महाराष्ट्र शासन अधिसूचना क्रमांक २००७/(३२२/०७) विशि -४ महाराष्ट्र अधिनियम १९९४ (१९९४ चा महा.३५) च्या कलम ३ च्या पोटकलम (२) अन्वये दिनांक २७ सप्टेंबर, २०११ रोजी स्थापित राज्य विद्यापीठ)

विद्यापीठ विकास विभाग

डॉ.एस.एम.रोकडे
विशेषकार्य अधिकारी

एम.आय.डी.सी. रोड कॉम्प्लेक्स गडचिरोली - ४४२६०५(महा.)

फोन:०७९३२.२१६५५४, २२३१०४ फॅक्स : ०७९३२.२२२६५१

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क्रमांक/गो.वि./ ८८६ /२०१७

दिनांक : २९ /४/२०१७

प्रति,

मा.प्राचार्य,
सर्व संलग्नीत महाविद्यालये,
गोंडवाना विद्यापीठ, गडचिरोली

विषय:— “Negotiation & Conflict Resolution Strategies” या विषयावर आयोजित निवासी प्रशिक्षणामध्ये सहभागी होण्याबाबत.

संदर्भ:— राष्ट्रीय उत्पादकता परिषद नवि दिल्ली यांचे पत्र क्र NO.HRM/(RD/D)/T/03/2017-18 यांचा दि.०३/०४/२०१७ पत्र

महोदय,

उपरोक्त संदर्भाकित विषयान्वये कळविण्यात येते की, राष्ट्रीय उत्पादकता परिषद,नवि दिल्ली द्वारे “Negotiation & Conflict Resolution Strategies” या विषयावर दि. १० ते १४ जुलै २०१७ या कालावधी करिता लेह येथे निवासी कार्यक्रमाचे आयोजन केलेले आहे. सदर कार्यक्रमांमध्ये सहभागी होण्यासाठी संदर्भीय पत्राचे अवलोकन करुन कार्यवाही करावी,ही विनती.

सधन्यवाद.

सहपत्र:— सदर्भीय पत्र

(विशेष कार्य अधिकारी)

विद्यापीठ विकास विभाग

गोंडवाना विद्यापीठ, गडचिरोली.

विशेष कार्य अधिकारी

गोंडवाना विद्यापीठ, गडचिरोली

राष्ट्रीय उत्पादकता परिषद

(कानिज्य एवं उद्योग मंत्रालय, भारत सरकार के अन्तर्गत)
उत्पादकता भवन, 5-6 इन्स्टीटयूशनल एरिया,
लोदी रोड, नई दिल्ली-110 003



NATIONAL PRODUCTIVITY COUNCIL

(Under Ministry of Commerce and Industry, Govt. of India)
Utpadakta Bhavan, 5-6 Institutional Area,
Lodi Road, New Delhi - 110 003

No. HRM(RD/D)/T/03/2017-18

Date 03/04/2017

विद्यापीठ, गडचिरोली
पुस्तकसंख्या
आवक क्र. दि.
जाचक क्र. 2151 दि. 17/14/17

The Joint Director (Administration)
Gondwana University
M.I.D.C. Road Complex Godchiroli
Maharashtra- 422605

गोंडवाना विद्यापीठ, गडचिरोली
विद्यापीठ विकास
आवक क्र. 2151 दिनांक 17/14/17
जाचक क्र. दिनांक

Subject : Residential programme on "Negotiation & Conflict Resolution Strategies" from 10th- 14th July, 2017 at Leh.

Dear Sir/Madam,

NPC has continuously endeavored to upgrade and assist the organizations in enhancing their efficiency & effectiveness through active learning imbibed in its training courses aimed at benefiting both the employers as well as employees. These learnings then could be constructively translated within organizations for increasing the Productivity, Quality and Profitability.

Thus, once again with the multifold objectives of gaining further insights and knowledge we have designed the residential program on "Negotiation & Conflict Resolution Strategies" from 10th- 14th July, 2017 at Leh. wherein we invite your active participation. The accompanying brochure provides further detail about the program.

We are sure that the program will be very useful. You may like to sponsor some of your officials to participate in this program. Seats are very limited therefore, you may like to send your nominations at the earliest.

Looking forward to your early response.

Yours faithfully,

Umashankar Prasad

(Umashankar Prasad)
Director & Group Head(HRM)

Encl: Programme Brochure



**NATIONAL PRODUCTIVITY COUNCIL
Announces Residential Programme on**

**Negotiation & Conflict Resolution Strategies
10th- 14th July, 2017 at Leh**

INTRODUCTION

Negotiation and Conflict Resolution are crucial skills both inside and outside of work. No business skill may be as important to success as negotiation. We negotiate everything: agreements with partners and vendors, in-scope/out-of-scope parameters around important projects, and our own compensation and job responsibilities, to name just a few.

Understanding your counterpart's interests and shaping the decision so that the other side agrees to a proposal for its own reasons are the keys to jointly creating and claiming sustainable value from a negotiation. Most executives know the basics of negotiation; some are spectacularly adept. Yet even experienced negotiators routinely leave money on the table, end up in deadlock, damage relationships, or allow conflicts to spiral.

Quite often, there is an element of conflict between the parties involved in a negotiation, which extends beyond the matters ostensibly being negotiated. Such conflict might have its origins in disputed facts, differing values or incompatible policies. Personal conflicts, interpersonal conflicts and structural conflicts all point to the need for more effective tools for lasting problem-solving.

BROAD COURSE CONTENTS

- Distinguish the key planning elements required for successful negotiations.
- Describe the importance of communication in negotiations.
- Conflict Resolution & Negotiation Steps
- Strategies for Resolving Conflict

PARTICIPANTS PROFILE

All employees across all levels, working in Ministries, Central & State Government Departments, Central and State PSUs, Banks and financial institutions, Boards, Administrative Bodies, Co-operative Sector, MNCs and Private Sector, Universities, Academic Institutions etc

PARTICIPATION FEE & CHECK-IN/CHECK-OUT INFORMATION

Fee on Residential basis : Rs. 47,000/- + Service Tax per participant.

Fee on Non Residential basis : Rs.37,000/- + Service Tax per participant

Check In at Hotel/Resort : 12 Noon Onwards on 10th July, 2017

Check Out at Hotel/Resort : Before 12 Noon on 14th July, 2017

FACULTY & PEDAGODY

The Faculty for the training programme will comprise of senior NPC Experts and other renowned and experienced Trainers from the respective field. The training methodology will have focus on interactive discussions, small group activities, business games, exercises, role plays, videos and presentations.

LAST DATE FOR RECEIVING CONFIRMED NOMINATIONS

The nominating authority should ensure that the nominations are sent with Nominating authority & Participant's Name, Designation, Department/Section/ E-Mail, Landline, Fax & Mobile Nos. by **30th June, 2017** in letter without fail to facilitate proper communication. For any correspondence related to this programme please mention the reference no.: P.O No: NPC/RDD/HRM/T /03/2017-18

GENERAL INSTRUCTIONS

- Please book the tickets after receiving confirmation from our end.
- The residential Participation fee covers the Professional fees towards training, Board & Lodge of the Participant(S) and site visits. The Non residential fee covers the Training charges & working lunch only.
- The spouse/Family members are welcome on nominal charges per person per day covering the cost of B&L and site visits, payable directly to Hotel before check-out.
- The fee once deposited is Non-refundable, however substitutions are allowed.
- Acceptance of the nominations is/are subject to the seat availability and receipt of the participation fee latest by last date for Nominations.
- Please note that NPC would not provide accommodation before or after the above dates and participants requiring it would arrange the same on their own.

PAYMENT DETAILS

- Fee is to be paid by DD/Cheque in the name of "National Productivity Council" Payable at New Delhi
- PAN No: AAATN0402F, Service Tax Registration No. CE/DL-1/953/NPC/2001.
- ECS Payment details : Indian Overseas Bank, 70, Golf Link Branch, New Delhi, SB A/C No. 026501000009207 ; MICR - 110020007 ; IIFSC No. IOBA0000265.

FORTHCOMING TRAINING PROGRAMMES

Programme	Venue	Dates	Participation Fee Per Person
Benchmarking for Performance Excellence	Munnar	17 th -21 st July, 2017	48,000/- +S.Tax (Residential)
			38,000/- +S.Tax (Non-Residential)
Effective Office Management & RTI	Ooty	28 th Aug-1st Sep, 2017	47,000/- +S.Tax (Residential)
			37,000/- +S.Tax (Non-Residential)
Leadership & Teamwork for Performance Excellence	Goa	18 th -22 nd Sep 2017	48,000/- +S.Tax (Residential)
			38,000/- +S.Tax (Non-Residential)

For further details of programme, please visit : npcindia.gov.in

CONTACT DETAILS:

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Shri Manish Sharma, Deputy Director - HRM Group, Tel: 011-24607338,

M: 9687605896; E-mail: manish.sharma@npcindia.gov.in

Shri Umashankar Prasad, Director & Head- HRM Group, Tel: 011-24607337;

E-mail: us.prasad@npcindia.gov.in

Correspondence Address : National Productivity Council, Utpadakta Bhavan, 5-6 Institutional Area, Lodhi Road, New Delhi - 110003, EPABX Lines: 24690331.