



RashreeyaSikshanaSamithi Trust
R.V. Institute of Management
CA-17, 26th Main, 36th Cross, 4th "T" Block, Jayanagar, Bangalore-560041

**Workshop by Ms. Beena on Effective Communication for Negotiations
for 1st Semester MBA students held at RVIM on 28th MARCH 2022**

Date: 28th March 2022	Venue: Seminar HALL
Time: 11:30am to 4:30pm	To :1st Semester MBA students
No. of Participants: 176	Event Coordinator: Ms. Payal Jindal and Ms. Uma Sharma
<u>Objectives:</u> <ul style="list-style-type: none">• To facilitate the students to understand the practical implications on Effective Communication for Negotiations.	
Workshop by Ms. Beena for 1st Semester MBA students held at RVIM on 28th MARCH 2022	
<u>Agenda/Flow of the Event</u>	
Negotiation is nothing but a discussion among individuals to reach to an alternative which would satisfy all.	
How is an effective discussion possible? Only through communication.	
An effective communication is directly proportional to an effective negotiation.	
Be crisp and precise in your speech	
Effective communication is important in salary negotiations as well	
An effective communication is of prime importance in business deals also	
Don't express your helplessness to anyone. You might need the job badly but don't let the other person know about it.	
Be very polite in your speech, involve everyone in the discussion and decide in the favour of all the participants for an effective negotiation.	
Find out even the minutest detail you think is important and you might require at the time of negotiation.	

Take good care of your posture as well as your body movement

Be very focused

Never keep things to yourself and crib later.

Be a patient listener

Be realistic.

Don't be in a hurry to close the deal.

Know where to compromise.

Communication is also important in negotiation

For a third party it's always better to sign a contract or have something in black and white so that no body backs out later

Challenges faced

Negotiation takes into account the personal interests of all and helps individual to come to a common conclusion.

The process of negotiation is designed to benefit all but sometimes it is little difficult to reach to a conclusion and satisfy all.

Individuals are not ready to understand the second party at all.

Lack of time

Going unprepared for a negotiation is unacceptable.

Lack of patience.

Criticism, sarcasm, derogatory remarks.

Avoid last minute changes

Being too rigid

Lack of confidence.

Take away from the session:

Negotiation is important in daily life

Negotiation is important but do not forget to be polite and dignified.

Negotiation reduces conflicts and improves the relation among individuals

Payal Jindal

Payal Jindal

Center for Career Development



Dr. Purushottam Bung

Director-RVIM



RashtreeyaSikshanaSamithi Trust

R.V. Institute of Management

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Date: 27/03/22

CIRCULAR

All students of first semester MBA are informed that 28th Monday, March'22 a workshop on "Effective Communication for Negotiation" – has been organized. The workshop scheduled between at 11.30 to 4.30pm Resource person is for the workshop is Ms.Beena A. From 9 to 11am aptitude training session will be held. Attendance is compulsory; all students must report At Seminar Hall Third Floor.

Sd/-

Placement and Training Dept.

Director

Circulated to I-Sem:

Section A:

Section B:

Section C:



**Workshop on Effective Communication for Negotiations by
Ms. Beena A on 28th March 2022**

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RV Institute of Management
Workshop on Effective communication for negotiations by Ms. Beena on 29th March
2022

2021-2023 Batch

Sl. No	Name	Attendance	Attendance
1	ABHISHEK SHENOY	A	A
2	ABHITHA K	A	A
3	ADITYA UDAY HEGDE	A	A
4	AKANKSH K G	A	A
5	AKASH RACHAPPA KHANAGAVI	A	A
6	AMIT KAMADOLLISETTARU	A	A
7	ANIKET SANJAY REVANKAR	A	A
8	ANKITA GAJANAN NAIK	A	A
9	ANUSHA	A	A
10	ANVITH KUMAR	A	A
11	ASHUTOSH KUMAR	A	A
12	BASAVARAJ	A	A
13	BERNARD FERNANDES	A	A
14	BHASKARA PRABHU	A	A
15	BHUVANES P	A	A
16	CHAITANYA KAMATAGI B	A	A
17	CHETAN SINGH M	A	A
18	D SURIYA PRIYASREE	A	A
19	DEEPAK GIRISH KALYANI	A	A
20	DINAH NEETHA NORONHA	A	A
21	GAGANDEEP V N	A	A
22	GIRISH N NASHI	A	A
23	GURUBASAVARAJ K M	A	A
24	HARSHITHA SRINIVAS	A	A
25	HEMA S	A	A
26	ISAAC JESSE K	A	A
27	JATIN ARUN DESAI	A	A
28	KALAVALA ABHISHTA	A	A
29	KAPARTHI BHAVANA	A	A
30	KAUSTUBH LACHAPPANAVAR	A	A
31	KAVYAPRIYA J	A	A
32	KOKILA KULKARNI	A	A
33	KSHITIJ P.L	A	A
34	LIKHITHA L	A	A
35	LILIMA DASH	A	A
36	M LUQMAN NAWAZ	A	A
37	M M JABEZ	A	A
38	MADHURA A	A	A
39	NAYAN KUMAR	A	A
40	NEETHA KAMATH	A	A
41	PAULOMEE BARUAH	A	A
42	POOJARANI TALAWAR	A	A
43	PRAJWAL S N	A	A
44	PRAKASH	A	A
45	RAHUL RAM BHAT	A	A
46	RAHUL S SANGOLLI	A	A

47	RAMANABOINA ANAND KUMAR		
48	SAGI SAMPI		
49	SANKET SURESH SHIRSAT		
50	SHREEVATSA H.V		
51	SHREYAS G A		
52	SNEHA U		
53	SRUJANA S		
54	SUCHITRA G		
55	SUTOPA DEB		
56	TEJAS N		
57	TRUPTHI CHANDRAHAS SHETTY		
58	VARSHA		
59	VINAYAK RAO GAIKWAD		
60	VIOLA PINTO		
61	ADITI RANI		
62	AISHWARYA G		
63	AISHWARYA.P		
64	AMITH BHAT		
65	ANIRUDH.K		
66	ANJANA KSHIRASAGAR		
67	ANNASAGARAM RAGHAVENDRA		
68	B SHASHANK		
69	CHAVI JAGADEESH		
70	CHETHAN KUMAR V A		
71	CHIDRI BALAJI		
72	DEEPAK GOPALAKRISHNAN		
73	DHIRAJKUMAR BELVADI		
74	GURU VARUN G		
75	HEGDE PAVANA GANAPATHI		
76	JENISHA MENEZES		
77	LOYSTON CRASTA		
78	M RITISH		
79	MADHUSUDAN G		
80	MAHANTH GOWDA K C		
81	MALLESH S		
82	MEGHA U JOSHI		
83	MUCHELI SUBBARAJU		
84	NAGARAJ GAJANAN HEGDE		
85	NAMRATHA.N		
86	NANDAGOPAL B.R		
87	NAVEEN C		
88	NAVEEN SETTY N A		
89	NEELAMMA M K		
90	NIRANJAN JANARDHAN HEGDE		
91	NAYANA G C		
92	NUTHANA.U		
93	OJETI SAI SREENITHYA		
94	PAVAN KUMAR M		
95	POOJA VALLUR		
96	POORNAPRAJNYA.K.M		
97	POORNIMA L		
98	PRAJWALA		

99	PREETHAM D.VARMA		
100	RAKSHITH R T		
101	RAMANUJAM .H.J		
102	RAVISHA RAMACHANDRA HEGDE		
103	REHAN FAISAL QADRI		
104	RICHA FLORINADA FERNANDES		
105	SALMAN FAISAL QADRI		
106	SAMEEKSHA M P		
107	SHASHI KUMAR R		
108	SHUBHA R		
109	SMITHA M		
110	SRAVANI SUNIL MHALSEKAR		
111	SRINIDHI KOMMULA		
112	SUPRIYA GOVIND BELSARE		
113	SYED MUSSAVEERULLA A		
114	SYED SAMEER		
115	TANUSHREE R		
116	TEJAS H P		
117	VINIT SIDDHARTH SHAH		
118	VISHAL		
119	YASHASWINI.P		
120	YASHWANTH R		
121	ABHIJEETH MASHETTY		
122	AGAMYA A K		
123	AKANKSH P		
124	AKHILA H		
125	AMITH C		
126	AMOGHA.Y.G		
127	ANANYA.P.HEGDE		
128	ANUSHA PRAKASH		
129	B.S.SUSHEN		
130	BHARATH.K.S		
131	BHOOMIKA BHAT		
132	CHARANA.T.U		
133	DHANUSH.K.V		
134	DHANYA SHARMA		
135	DIVYASHREE M		
136	GANESH HEGDE		
137	JAGADISH SHENOY R		
138	KARTHIK P SHETTY		
139	S KARTHIK		
140	KOTHA KEERTHANA		
141	LIKITHA.A		
142	M PRANEETH KUMAR REDDY		
143	M.S.SUKRUT		
144	MADHAN KUMAR C S		
145	MANOJ .N.S		
146	MANOJ RAKSHATH		
147	MEHUL .V. BHASKAR		
148	NALASANI VARSHITHA		
149	NEHA.H.V		
150	NIKHIL S ANJANALLI		

151	NIKITHA J SHANBHOG		
152	NISHANTH KRISHNA		
153	NIVEDITHA K SWAMY		
154	P.T.KIRTI		
155	PRAJWALA H		
156	PRAMOD K L		
157	PRANITH KUMAR S		
158	S SHREYAS		
159	SAAHIL SRIKANT KULLOLI		
160	SACHITH B K		
161	SANKALP V		
162	SATHYA B NAYAKA		
163	SAURABH BHUPALI		
164	SHEEBAL M S		
165	SHIVAM ANVEKAR		
166	SHREEKRISHNA		
167	SHRI HARI L		
168	SHUBHAM RAJENDRA REVENKAR	A	A
169	SHUBHAM SINGH		
170	SHUBIKSHA S		
171	SIMRANJIT KAUR		
172	SOUMYA GANAPATI HEGDE		
173	SOURAV SADANAND SWAR		
174	SWAMI SAMIKSHA PUSHPARAJ		
175	SYED RAIHAN		
176	VAISHNAVI N		
177	VARUN S BHARADWAJ		
178	VIPUL VILAS NAIK		
179	VISHNU KUMAR		
180	YOGASHREE C.N		