

RASHTREYA SIKSHANA SAMITHI TRUST
R V INSTITUTE OF MANAGEMENT
CA 17, 26 Main, 36th Cross, 4th T Block, Jayanagar
Bengaluru, Karnataka 560 041

REPORT
ON
Training on “Conflict resolution and negotiation”
(Communication and Softskills)

Date: 11.01.25 & 05.02.25	Venue: Seminar Hall
	Conducted By : Center For Career Development Resource Person: Sai Prasad- CEO Founder/ Sell like mercury
Overview: As part of the employability skills and professional development initiatives, MBA students (Batch 2024–26) attended two training sessions on <i>Conflict Management and Negotiation</i> conducted by Mr. Sai Prasad . The sessions aimed to provide students with practical strategies to manage conflicts constructively and develop strong negotiation skills essential for corporate and managerial success.	
<u>Objectives :</u> • To introduce students to the fundamentals of conflict management. • To enhance interpersonal communication and problem-solving skills. • To develop effective negotiation strategies for professional and personal contexts. • To expose students to real-life corporate scenarios involving conflict resolution. • To instill confidence in handling difficult conversations and workplace disputes.	
Agenda/Flow of the Event • Session 1 (11th January 2025): • Understanding the nature and sources of conflict. • Types of conflict in organizational settings. • Conflict resolution styles and their impact. • Case-based discussions and role-play activities. • Session 2 (5th February 2025): • Fundamentals of negotiation – principles and stages. • Win-win vs. win-lose strategies. • Practical negotiation exercises. • Tips on persuasion, active listening, and building rapport.	

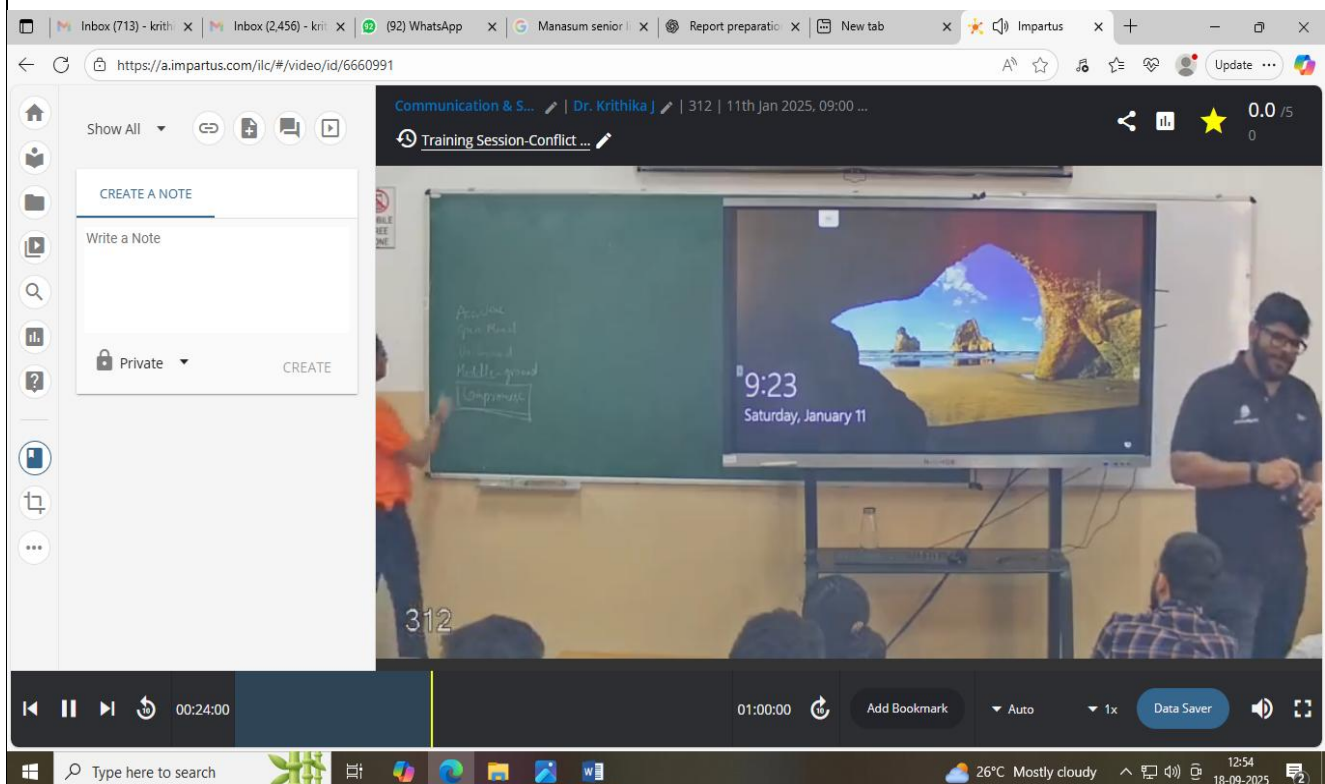
Learning Highlights:

- Interactive activities and real-time role plays.
- Corporate case examples demonstrating conflict resolution techniques.
- Emphasis on communication, empathy, and collaboration in handling disputes.
- Negotiation frameworks that students can apply during interviews and group tasks.
- Constructive feedback provided to students on their participation and strategies.

Take away of the session :

The two sessions successfully enhanced students' ability to recognize and manage conflicts while developing effective negotiation techniques. Students learned the importance of empathy, structured communication, and problem-solving in conflict resolution. The program equipped them with skills crucial for both professional growth and personal effectiveness.

Photo:



Sd/-



Dr.Purushottam Bung
Professor & Director RVIM