



**Centurion**  
**UNIVERSITY**

*Shaping Lives...*  
*Empowering Communities...*

**FACULTY DEVELOPMENT PROGRAM**  
**ON**  
**“NEGOTIATION**  
**SKILLS”**

**Resource Person**  
**Dr. D.Nageswara Rao**

**CENTURION UNIVERSITY OF**  
**TECHNOLOGY AND MANAGEMENT,**  
**BHUBANESWAR, ODISHA**

**08.07.2017**

## **INTRODUCTION:**

The Faculty Development Program (FDP) was organized on “Negotiation Skills” on 08<sup>th</sup> July 2017 in Hall-6 of CUTM, BBSR. Total 25 participants participated in the FDP.

## **OBJECTIVE:**

This FDP focus was on

- How to improve staff awareness on “What is Negotiation” and “Negotiation Techniques”.
- To develop a good understanding of negotiation skills and use it effectively.

## **PURPOSE:**

The purpose of the workshop was to encourage CUTM staff to step back from their daily work to better familiarize themselves with the fundamental principles of Negotiation. The facilitators sought to increase participants’ awareness of the process by which they negotiate, provide a framework for structured thinking about negotiation, provide tools and “best-practice” techniques to negotiate durable agreements and build and maintain strong working relationships

## **OPENING:**

The FDP on the topic “Negotiation Skills” was delivered by Key resource person(s) Dr. D. Nageswara Rao.

## **METHODOLOGY:**

This module has been developed by the resource persons with an interactive and participatory approach in mind, allowing for group interaction using games and discussion at all levels. There are few presentations to be made by the resource persons themselves, the emphasis being on allowing the participants the space and opportunity to perform, discuss, analyze and reflect on new awareness and concepts. Thus, the module includes a number of participatory techniques such as:

- **Groups** – Participants are divided into groups of 20 members.
- **Games** – The trainer throws out a Game or idea and asks the participants to perform in novel different ways.

- **Creative expression** – the trainer asks the participants to express their thoughts and ideas after each game
  
- **Videos**- Trainer Used number of video to correlate the content with the visual and audio aid

## **KEY TOPICS:**

The following topic was covered using the above methodology:

- Know yourself!
- Our Big Picture!!! Can out Draw?
- Leadership Roles (Effective Teams)
- Shadowing effect.
- Contents' is King.
- Connect with your audience through Storytelling.
- Ability to proactively solve problems
- Should I be a skilled Negotiator?
- R B Game.....(why do people play Games? Think Win Win).
- Self-esteem Audit.
- What kills us!
- What is Negotiation?
- Power of Negotiation
- How to create opportunities by effectively negotiating?
- The Light of Hope.

## **CLOSING:**

The FDP came to an end by *Light of Hope to Practice Negotiations Skill*

## ANNEXURE – I PHOTOGRAPHS



## BROCHURE

  
Centurion  
UNIVERSITY

**Faculty Development Programme on  
Negotiation Skills**

Date: 08.07.2017

**Organised by :**  
Centurion University of Technology & Management, Bhubaneswar

**Resource Person (s)**

---

**Dr. D.Nageswara Rao**

centurion university of technology and management  
*Shaping Lives... Empowering Communities...*

## PARTICIPANTS LIST

Centurion University of Technology and Management  
Negotiation Skills  
Prof. D.Nageswara Rao  
Bhubaneswar Campus

Date - 08.07.2017

Sl No	Name	Remarks
1	Mr. Debasish Das	Attended
2	Mrs. Mamata Garanayak	Attended
3	Mr. Suwendu Kumar Nayak	Attended
4	Mrs. Shibani Nanda	Attended
5	Dr. Ambika Sankar Mishra	Attended
6	Ms. Monisha Mallick	Attended
7	Mr. Arun Kumar Sahoo	Attended
8	Mr. Abhimanyu Kumar Patel	Attended
9	Mr. Vivek Kumar Sinha	Attended
10	Mrs. Snigdha A Sanyal	Attended
11	Mrs. Ananya Dash	Attended
12	Mr. Mukundajee Pandey	Attended
13	Prof. KVD Prakash	Attended
14	Dr. Pramod Kumar Patjoshi	Attended
15	Dr. Bibhunandini Das	Attended
16	Dr. Biswanandan Dash	Attended
17	Mrs. Saubhagyalaxmi Singh	Attended
18	Mr. Sasi Bhusan Padhi	Attended
19	Mrs. Sunita Satapathy	Attended
20	Mr. Gyanranjan Mahalik	Attended
21	Dr. Saubhagyalaxmi Behera	Attended
22	Dr. Santosh Kumar Satpathy	Attended
23	Mr. Subhraj Panda	Not Attended
24	Mrs. Nibedita Nayak	Not Attended
25	Mr. Chittaranjan Routray	Not Attended



Prof. KVD Prakash  
Dean - IIE & HRD



Dr. Prasanta Ku. Mohanty  
Dean Academic