



MAHARASHTRA NATIONAL LAW UNIVERSITY MUMBAI

5 HR NEGOTIATION & MEDIATION TRAINING PROGRAM



Contact Details :

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“Let us never negotiate out of fear. But let us never fear to negotiate.”

John F. Kennedy

Meet our Patrons



Prof. (Dr.) Dilip Ukey
Hon'ble Vice Chancellor,
MNLU Mumbai



Instructor
Mr. Mohit Mokal
Accredited Mediator
IMI, SIMI, ADR ODR

Course Details

Course outline/syllabus:

- Module 1: Course Introduction and Fundamentals
- Module 2: Negotiation Roleplay and Debrief
- Module 3: Stages of Negotiation / Mediation
- Module 4: Effective Opening Statements
- Module 5: Mediation Roleplay and TKI Test
- Module 6: Negotiation Styles and Course Conclusion

Venue : Online Mode, Zoom Platform

Workshop fees: Rs 1000/-

Date : October 15, 2024

Eligibility : *All Undergraduate Law Students*

**Note: No refunds will be provided unless the University terminates the program*

Payment Link: <https://paytm.me/7-C3E3YE>

Registration Link : <https://forms.gle/shUzg2fdRYGjZHw27>

Program Schedule

October 15, 2024 (Tuesday) Zoom meeting

Schedule and Timetable

11:00 – 11:10 AM – Introductions + Expectations for the Course

11:10 – 11:15 AM – Orange Story

11:15 – 11:25 AM - Positions and Interests

11:25 – 11:40 AM – Parking Paradox + Note down your Positions & Interests

11:40 – 12:00 PM - Parking Paradox Negotiation Roleplay (Pairs of 2)

12:00 – 12:15 PM – Debrief of Roleplay + Positions and Interests (People ≠ Problems) x2

12:15 – 12:45 PM – Storytelling exercise

12:45 – 1:45 PM – Break

1:45 – 2:05 PM – Stages of Negotiation / Mediation – 5 Stages

2:05 – 2:20 PM - BATNA, WATNA, ZOPA

2:20 – 2:45 PM – Client and Counsel's Opening Statement + Role Division

2:45 – 3:05 PM – Senju Tribe and Luffy Danjo + Note down your Positions & Interests,

BATNA/WATNA/ZOPA

3:00 – 4:00 PM – Senju Tribe and Luffy Danjo Roleplay

4:00 – 4:10 – Break

4:10 – 4:25 PM – Debrief of Roleplay

4:25 – 4:35 PM – TKI Test

4:35 – 4:45 - Negotiation Styles Debrief

4:45 – 5:00 – Q&A

5:00 – Session End