



ATHARVA EDUCATIONAL TRUST'S ATHARVA COLLEGE OF ENGINEERING

(Approved by AICTE, Recognized by Government of Maharashtra
& Affiliated to University of Mumbai - Estd. 1999 - 2000)

Date: 11/01/2023

Day: Wednesday

Session on Negotiation

In the Induction session, a session on topic Negotiation was taken by **Prof. Shobha D'mello** to enable the FE students to understand the skill of negotiation; it's an art which a person must develop in them. Negotiation enables a person to develop and establish a skill to negotiate on proper use of terms and vocabulary.

Each and every student if equip with the skill of negotiation, it will help students to make decisions quickly. The negotiation definition can be stated as a form of technique that two or more people use to resolve any kind of conflict. It's a procedure of coming up with a way to deal with interpersonal conflict. Individuals generally prefer a reasonable conclusion for their viewpoint throughout every conflict. Common negotiation skills can be used in a range of scenarios. Many cases require specific types of negotiation like international relations, workplace issues and interpersonal relationships.

The session was a great interactive session which was helpful for students.

