



THE INSTITUTE OF CHARTERED ACCOUNTANTS OF INDIA
KUWAIT CHAPTER



WORLD CONGRESS OF ACCOUNTANTS
2022 18-23 NOVEMBER INDIA
MUMBAI

7 MASTERSTROKES OF NEGOTIATION

SATURDAY, 7 AUGUST

TIME : 06:00 PM (KUWAIT TIME)

- ➔ Win-Win Negotiation
- ➔ Role of Anchoring and Framing in Negotiation
- ➔ Use of Why in Negotiation
- ➔ Making your opponent like you



DR. KAMAL K. JAIN
PROFESSOR, IIM RAIPUR

CPE : 3 Hours (approved)

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zoom

Registration TAP HERE

Meeting ID : 989 8353 2779 | Passcode : 123456

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