

**Management Development Program (MDP) on  
Selling and Negotiation Skills for Business Professionals**

**Date:** 23<sup>rd</sup> May 2023

**Venue:** MDP Hall

<b>About the Program:</b>	This program can help business professionals to understand the sales process, learn effective sales techniques, and develop strategies to close deals. Negotiation is a critical component of sales, and this program can help professionals to improve their negotiation skills, including active listening, identifying common ground, and creating win-win situations.
<b>Number of Days:</b>	1 Day
<b>Resource Persons:</b>	Dr. S. Saibaba Dr. Nanda Kishore Shetty
<b>Target Group:</b>	Marketing, Sales, business managers and other professionals who wish to be successful in promoting their ideas
<b>Fees</b>	Rs.1500/- per participant