

**One Day Training Program on “SMART BUSINESS NEGOTIATING”**  
**Wednesday, 20th February, 2019, Time 10.30 am – 5.30 pm, at IMC Premise**

Dear Sir/Madam,

Negotiating, though is part of everyday life, assumes greater significance when being done for business and is absolutely critical for the success. Research has shown that business people who take upon themselves this additional role, are better equipped to handle unexpected issue. Negotiations is not always about pricing. It is also about the delivery quality and standards, timelines, reach of the product, customers’ expectations, and such, which makes the product, the service, the organisation, an enviable one.

To understand the importance of smart negotiations, IMC Chamber of Commerce and Industry is organising **one day training program** on “**SMART BUSINESS NEGOTIATING**” as per following details:

**Day & Date: Wednesday, 20<sup>th</sup> February 2019**

**Time : 10.30 AM – 5.30 PM**

**Venue : IMC Chamber of Commerce and Industry Premise, Mumbai**

The training will be imparted by the nationally acclaimed management advisor, coach & trainer **Dr Wilfred Monteiro**, who has over 35 years of managerial & consulting experience in the areas of business strategy, marketing & organization development. His model on Meta+Coaching has benefited several categories of professionals in blue-chip companies and his company, Synergy Management Associates has undertaken long-term projects to improvise direct marketing campaigns, sales force effectiveness, leadership competencies and such others to make a difference across businesses.

**Participant Fees**

<b>Category</b>	<b>Fees</b>
<b>IMC Members</b>	Rs.4500/- Plus GST = <b>Rs. 5310/- per participant</b>
<b>Non IMC Members</b>	Rs.5000/- Plus GST = <b>Rs. 5900/- per participant</b>

Participants will be awarded Certificate of Participation at the end of the program.

Kindly register your participation at the earliest by filling up the enclosed **link** of Registration Form and forward the same to IMC by email: [neeti@imcnet.org](mailto:neeti@imcnet.org) or by post along with Cash/ DD/ Cheque for applicable amount in favor of “IMC Chamber of Commerce and Industry”.

For registration and further details, please contact Skill Development Committee, IMC Chamber of Commerce and Industry, on Tel. No. 022-71226633/106 or email on [neeti@imcnet.org](mailto:neeti@imcnet.org) or visit website [www.imcnet.org](http://www.imcnet.org) .

With regards,

**Ajit Mangrulkar**  
Director-General

**REGISTRATION FORM**

**One Day Training Program on "SMART BUSINESS NEGOTIATING"**  
Wednesday, 20<sup>th</sup> February, 2019, 10.30 am to 5.30 pm at IMC premise.

**Participation Fee:**

IMC Members: Rs 4500/- plus 18% GST = **Rs.5310 per person**

Non Members: Rs 5000 /- plus 18% GST= **Rs 5900 per person**

**Participant Details:**

**Name:** \_\_\_\_\_

**Company Name& Address:** \_\_\_\_\_

**Designation:** \_\_\_\_\_

**Phone Number:** \_\_\_\_\_

**Mobile:** \_\_\_\_\_

**E mail ID:** \_\_\_\_\_

**Payment Details: [Please tick appropriate box below]**

*-Please note that Bank charges, if any, are to be borne by the sender.*

*-Please mention 'One Day Training Program on "SMART BUSINESS NEGOTIATING" in the bank transfer form to enable us correlate payment with the delegate's name*

**By Cash/Cheque/Demand Draft [To be drawn in favour of 'IMC Chamber of Commerce and Industry'] Draft/ Cheque No \_\_\_\_\_ Dated: \_\_\_\_\_  
Drawn on Bank \_\_\_\_\_ for amount Rs. \_\_\_\_\_**

**By Bank Transfer**

**Bank: Union Bank of India, V. N. Road Branch, Churchgate**

**Branch Code: 531952; NEFT Code: UBIN0531952**

**Current Account No.: 319501010036589 Pan No: AAATI0047H**

Kindly complete this form & return along with the payment details to the address given below:

**Ms Neeti N Khergamkar**

IMC Chamber of Commerce and Industry

2<sup>nd</sup> Floor, IMC Bldg.

IMC Marg, Churchgate

Mumbai - 400 020,

Email: [neeti@imcnet.org](mailto:neeti@imcnet.org) or call 71226633/22046633 extn.106/133