Manufacturing Technology Training
An IMTMA initiative

Art of Negotiation
Date : 18 to 19 December, 2025
Time : 0930 Hrs to 1300 Hrs (Online Mode)

INTRODUCTION

Gear up for a transformative full-day seminar at IMTMA, , where the focus will be on mastering the art of negotiation specifically tailored for machine tools salesmen. Organize at your premises, an immersive experience as your team delves into the strategies that will empower them to "Art Of Negotiation."

FOCUS AREAS

- In-depth exploration of negotiation psychology and tactics for machine tools sales.
- Practical insights on handling objections and turning challenges into opportunities.
- Role-playing scenarios to sharpen your negotiation skills in a real-world context.
- Proven techniques to secure favorable deals and cultivate long-term client partnerships.

FEE PER PARTICIPANT (PER LOGIN)

Rs. 2999/-
+18% GST
IMTMA Members/ Micro Companies/ Individuals/ Educational Institutions / Students/ IMTMA Non Members/ Others

USD 120/-
Overseas Participants

Group Concession : 10% for 3 to 5 and 30% for 6 and more delegates being nominated from the same company

FACULTY

This Program will be conducted by **Mr. Rajan Parulekar,**

Mr. Rajan Parulekar, B.E. (Electrical), MBA Author, Contextual Selling®: A New Sales Paradigm for the 21st Century Completed Enhancing Sales Force Performance program at IIM-A in 2013 Trained around 15,000 managers and sales executives from 1000+ companies since Conducted programs for culturally diverse groups in India, Malaysia, Singapore, Sri Lanka, GCC Winner: Best Sales Performance in Asia Award while working for Wiltron Inc USA 1990 Winner of International Taped Speech Contest by Toastmasters Int'l 1997 Worked with Larsen & Toubro, Wiltron and Toshniwal in Sales and Marketing.

For Registration Contact

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REGISTRATION : Prior registration with an online advance payment is must. Number of participants is limited and will be accepted on 'First Come First Serve' basis. A Certificate of participation will be issued to participants.