Manufacturing Technology Training
An IMTMA initiative

Art of Negotiation
Date : 20 August, 2026
Venue : IMTMA Technology Centre, Gurugram

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.

PARTICIPATION FEE

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

Rs. 1500/-
+18% GST
Professors

Rs. 999/-
+18% GST
Student

USD 120/-
Overseas Participants

Group Concession : 10% for 3 to 5 and 20% for 6 and more delegates being nominated from the same company

FACULTY

This programme will be conducted by, IMTMA Subject Matter Expert.

For Registration Contact

Ms. Smita Saimons
Sr. Executive Officer
+91 9873932138
smita@imtma.in
Back End Operations
9742626488
enquiry@imtmablr.com

Contact Address

INDIAN MACHINE TOOL MANUFACTURERS' ASSOCIATION
Plot 249F, Phase IV, Udyog vihar,Sector - 18,
Gurgaon - 122015
Tata no- +91-124-6463101
Tel : 0124 4014101 - 04
Fax : +91-124-4014108

imtmatrainning.67038796@hdfcbank

REGISTRATION : Prior registration for participation is necessary. Number of participants is limited and will be accepted on ‘First Come First Serve’ basis. A Certificate of participation will be issued to participants.
Important Information : Participation fee includes, course material, working lunch and tea / coffee. Interested companies are requested to register online by clicking on 'REGISTER' button and by filling up the nomination authority and participant's details in specified form.