



FLAME
UNIVERSITY

EXECUTIVE EDUCATION



FLAME INVESTMENT LAB

**HOW YOU CAN NEGOTIATE TO SUCCEED IN WORK AND
LIFE WITH PROF. STUART DIAMOND**

22nd - 23rd November 2018

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INTRODUCTION



FLAME was founded with the concept of liberal education as its cornerstone. FLAME celebrates ideas, cherishes diversity, and strives to deliver an academic experience that fosters intellectual curiosity, a critical thought process, self-reflection, leadership and teamwork skills, a sense of commitment and professionalism and a heightened sensitivity to one's sociocultural environment. FLAME aims to provide an interdisciplinary platform of education by propagating different models and paradigms through, but not limited to, history, philosophy, political sciences, psychology, business, economics, mathematics and finance.

As part of its endeavor to constantly redefine education, FLAME inducted the FLAME Investment Lab (FIL), an initiative that strives to deliver the concepts and decipher the art of value investing to interested students. FIL believes in the dictum "invest in yourself". It provides tools for self-learning and acquiring knowledge, constantly striving for intellectual stimulation and asking questions. FIL strives to widen your horizons, aiding you to connect the dots within seemingly disparate information. FIL truly believes that the best investment is investing in yourself. As Socrates has said, "I cannot teach anybody anything. I can only make them think."

After hosting multiple programs and FIL alumni meets that covered topics like valuation, accounting shenanigans, investment checklists, mental heuristics and negotiation amongst others, FIL is planning another program, 'FLAME Investment Lab - How You Can Negotiate To Succeed In Work and Life with Prof. Stuart Diamond'.

OUR PHILOSOPHY



<https://www.youtube.com/watch?v= wvUSwhuEUQ>

FLAME INVESTMENT LAB RESOURCES

Over the years, FLAME Investment Lab has been able to attract the most revered and noted investment minds of the country. Their candid sessions elaborating their investment experience has gone a long way in shaping the investment thought processes of the participants. Some of the wisdom from these investment masters can be found at:

<https://www.flame.edu.in/academics/executive-education/flame-investment-lab/resources>

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FACULTY



Prof. Stuart Diamond – Wharton Business School, Penn Law School

Stuart Diamond is one of the world's foremost experts on negotiation. His negotiation course at top-ranked Wharton Business School has been the most sought-after by MBA students there over the past 20 years. Diamond and his team of 25 have trained more than 12,000 Googlers in his innovative model of human interaction.

Professor Diamond has trained more than 5,000 Special Ops soldiers, the elite of the U.S. military: Navy SEALs, Green Berets, Marines, Special Forces and others in finding better ways to negotiate – from collecting better intelligence to dealing with the chain of command to meeting more family needs.

“Saves lives,” was the comment written about his model by U.S. Special Operations Command.

Professor Diamond's book on negotiations, *Getting More: How To Be A More Persuasive Person in Work and Life*, is a New York Times bestseller and #1 U.S. business bestseller on the Wall Street Journal and USA Today lists. Worldwide it has sold more than 1.2 million copies and has been translated into 19 languages. The Wall Street Journal's career site calls *Getting More* “#1 book to read for your career.” Lawyers Weekly called it “phenomenal.” The Commander of U.S. Special Ops has placed it on his read list of 15 books; it is only one of two books on military science.

Professor Diamond has a law degree from Harvard, an MBA from Wharton. In a prior career he was a journalist for The New York Times, where he won a Pulitzer Prize as part of a team investigating the 1986 crash of the Space Shuttle Challenger. He was Associate Director of the Harvard Negotiation Project at Harvard Law School and directed its outside negotiation consulting firm.

He used the innovative *Getting More* process, which focuses on emotional intelligence, perceptions and collaborations — while insisting on fairness — to solve the 2008 Writer Strike in Hollywood; a multibillion dollar electronic trading rights dispute among exchanges in New York, and numerous international political and financial issues. They include coordinating the largest foreign-sourced commercial financing in Ukraine history, advising the President and ministers of Nicaragua in solving public image and insurgency issues, and developing an international strategy for a \$14 billion petrochemical company in China.

Among the 30,000 people Diamond has taught or advised in 50+ countries, more than 220 are managers and executives from the Fortune 500 companies. Another 25% are of the Global 1000 community. He has trained school children in South Africa, bankers in Dubai, art dealers in Arizona and car dealers in Russia. He has also headed or managed companies in various industries. He has been chairman of a publicly-traded U.S. high tech company in the wireless space, convinced 3,000 farmers in Bolivia to forsake coca for bananas, operated a medical services company performing laser eye surgery and worked on Wall Street as an energy futures executive.

Besides Wharton, Professor Diamond has also taught at Penn Law School, Penn Engineering, Harvard, Oxford, Columbia, NYC, UC Berkeley and USC. He is also an expert in cross-cultural negotiation and diversity and has advised on the subject to the United Nations, World Bank and many companies. He has written 3 books, 2 documentary films and more than 2,000 articles, including dozens on page 1 of The New York Times.

PROGRAM INFORMATION

This program introduces a new model of negotiation—more effective, better structured, more realistic. The returns will last a lifetime if you apply yourself now. The goal is to make you more effective real-time negotiators, beyond instinct or concept: with skills you can use immediately. The course will have interactive cases, which should be treated as real world exercises. Over the past 30 years, this model has been developed through teaching and consulting with 30,000 people in more than 50 countries, from corporate and country presidents to entry level employees, from expert negotiators to novices, from the US military to children in Africa. Every person, no matter how experienced or inexperienced, can learn something significant.

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PROGRAM SCHEDULE

DAY ONE

08:45 - 09:00	Attendee Arrival
09:00 - 09:15	Introduction: What is Negotiation? What are your Goals?
09:15 - 10:45	Case 1: The Ratings War. A baseline exercise to evaluate one's own negotiation skills.
10:45 - 11:00	Break
11:00 - 12:30	New Tools and Models
12:30 - 13:30	Lunch
13:30 - 14:30	Case 2: The Diva. How to add value. Don't be deceived: this is a complex case. Dig in. Be Creative!
14:30 - 15:45	Debrief Diva Case
15:45 - 17:00	Perceptions and Standards

DAY TWO

08:45 - 09:00	Who Negotiated Since Yesterday?
09:00 - 09:30	Case 3: Intro to Problem Solving Exercise. The problem-solving model and the lessons learned from the negotiation of real problems will be combined as participants apply the tools learned to their real problems. This is an in-depth effort to address in a systematic way the actual negotiation problems submitted by participants.
09:30 - 10:00	Set Up and Facts. Problem owners explain the facts to other team members.
10:00 - 10:45	Preparation. Each side of each team prepares to negotiate using the problem-solving model. The problem owner, assisted by other people, prepares the role of the other side.
10:45 - 11:30	Negotiation. Teams of 5-6 people negotiate real problems using the problem solving model and staying in role.
11:30 - 11:45	Talk within teams & Submit Results. Each team discusses what happened in the preparation and negotiation phases, and comes up with real goal, problem, solutions and other insights.
11:45 - 12:30	Debrief Problem Solving
12:30 - 13:30	Lunch
13:30 - 13:45	Negotiation Clinic Set Up: This is a negotiation in front of the class in which a participant's problem is negotiated multiple times, with the professor participating in the final negotiation. The goal is to give participants an intense experience on how negotiations can be conducted, and to see mistakes and possibilities first hand.
13:45 - 14:45	Clinic
14:45 - 15:00	Break
15:00 - 16:00	Clinic 2
16:00 - 16:15	Break
16:15 - 17:15	Wrap up and Q & A

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SELECTION CRITERIA

Each applicant will be evaluated on several criteria to ensure that the participants selected for the program are well-rounded individuals with capacities of contributing to classroom participation and peer learning. Acknowledging that learning also comes from the diverse backgrounds, candidates will be selected based on the following:

- Quantity and quality of work experience
- Evidence of professional success
- Likelihood of benefitting from the program and contributing to the program
- Education qualifications

FLAME reserves the right for selecting participants to this program.

PRE-PROGRAM READING

Selected candidates will be expected to complete pre-program reading. Details for the same will be sent after selection.

WHO SHOULD ATTEND

This program will be beneficial to management and senior leaders whose work involves negotiating with subordinates, peers, superiors and vendors. Those who seek to better understand the strengths and weaknesses of their own negotiation style and strategic habits, improve their own negotiation performance and enhance the quality of their negotiated settlements will benefit from this program.

APPLICATION DETAILS

Application Procedure

To apply the applicant must:
Complete the application form at
<http://bit.ly/2QHF5kf>

APPLICATION DEADLINE

November 14th, 2018

SELECTION NOTIFICATION

November 16th, 2018

PROGRAM FEES

- INR 75,000 plus GST (INR 88,500) which includes tuition, course materials, meals, hotel accommodation and transport to and from hotel to FLAME University campus.
- Fee does not include personal travel and other incidental expenses.
- Fees should be paid in cheque or demand draft and made payable to "FLAME University Pune" at Pune. Please write the applicant name and "FLAME Investment Lab" at the back of the demand draft/cheque.
- Payment should be mailed to FLAME University, 401, Phoenix Complex, Bund Garden Road, Opp. Residency Club, Pune - 411001, Maharashtra, India within stated application deadline.
- For cancellations, please send an advance notice to the programme team at fil@flame.edu.in.
- The fees would be non-refundable for the selected candidates.
- Candidates who are not selected for the programme will receive a full refund of the programme fees.

ACCOMODATION

Accommodation will be provided to all participants at the following hotel for the duration of the program on a single occupancy basis. Transportation from the hotel to the FLAME campus and back will also be provided.

The hotel is 14 kms (20 minutes) away from the FLAME campus.

Courtyard by Marriott, Hinjewadi
Address: S. No 19 and 20, P4 Rajiv Gandhi Infotech Park, Hinjawadi, Maharashtra, 411057, India

PROGRAM DATE

November 22nd - 23rd, 2018

VENUE

FLAME University
Gat No. 1270, Lavale, Off. Pune Bangalore Highway,
Pune - 412115, Maharashtra, India.

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FACILITIES & INFRASTRUCTURE

FLAME offers 60 acres of tranquil space, just 13 kms. from the Pune University main gate. It is an eco-friendly campus adjoining a 18-hole golf course. FLAME has a football ground, international size cricket ground, tennis courts, basketball and volleyball courts, gymnasium and an outdoor swimming pool. FLAME also has a floodlit indoor sports hall with facilities for badminton, snooker and table tennis.

Its academic spaces include lecture theatres, conference rooms, a library, a performing arts studio, a visual arts studio, a sculpture studio, Physics, Chemistry & Biology labs, and amphitheatres. Some of the other amenities include cafes, Wi-fi connectivity, an infirmary and an ambulance in case of emergency.

During the duration of the program, participants are encouraged to explore the campus and use the facilities FLAME offers.

Library of Mistakes

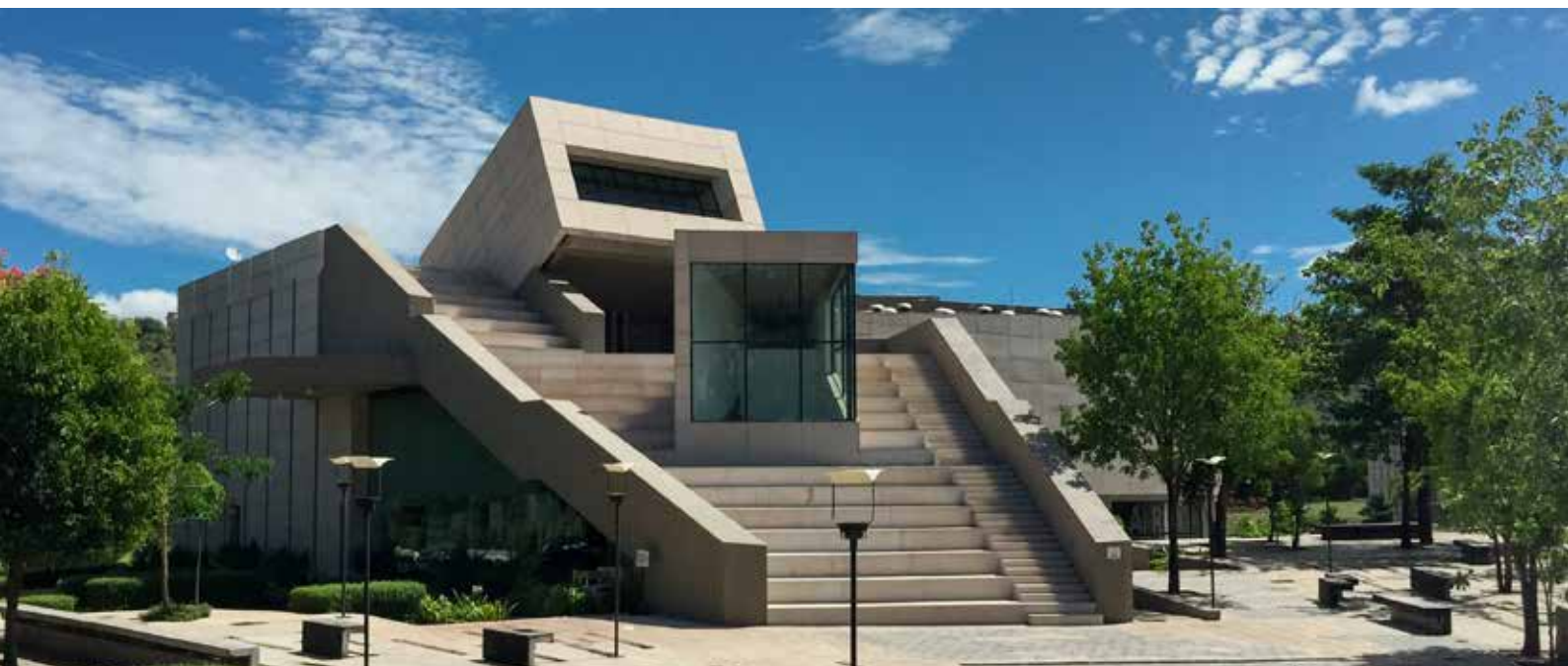
FLAME University's Vivekananda library has become the first ever International branch of Library of Mistakes, Edinburgh. It is the only international branch outside of the home country. The Library of Mistakes, Edinburgh, is founded by the renowned market historian, Russell Napier. It provides a resource for the study of mistakes made in the sphere of business and finance, learning from the economic disasters of the past thereby improving financial understanding amongst professionals, students and the public. It focuses on the recorded uncertainty of how things work in the real world following the financial experiments of the past which ended in success and failures alike. Participants are allowed to browse through the resources of the Library of Mistakes at the FLAME Vivekananda Library.

CONTACT

Toll-free No: 1-800-209-4567

E-mail: fil@flame.edu.in

Website: www.flame.edu.in



GET IN TOUCH

FLAME Campus Address

Gat No. 1270, Lavale, Off. Pune
Bangalore Highway, Pune -
412115, Maharashtra, India.

Mailing Address

401, Phoenix Complex, Bund
Garden Road, Opp. Residency
Club, Pune - 411001, India

☎ 1-800-209-4567

💻 www.flame.edu.in

✉ enquiry@flame.edu.in

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