

CIRCULAR

From: IIHMRU Academics
Sent: 22 November 2024 03:59 PM
To: MBA HM -29; MBA PM -16; MBA HA - 01; MBA DM -04
Cc: Himadri Sinha; Sanjay Gupta; Saurabh Kumar; Dr. Suresh Munuswamy; IIHMR Registrar; Hitendra Singh Rathore
Subject: MBA first Year: Value Added Course (VAC) Selection and Schedule

Dear Students,

We are pleased to announce that Value Added Courses (VAC) for MBA first-year students will run from **January 4, 2025**.

Please find key details below:

Schedule and Credits

- **Class Dates:** First and third Saturdays — January 4, January 18, February 1, March 1 and March 15, 2025.
- **Credits:** Each course is worth 1.5 credits, which will be added to your credit bank as additional credit apart from regular MBA credit courses.

Assessment Structure

- **Continuous Assessment:** 30%
- **Mid-term Test:** 20%
- **End-term Exam:** 50%

VAC Course Options

Sl. No.	Value Added Course	Faculty
1.	Data analysis for managerial decisions using SPSS	Dr. Arindam Das
2.	Just-in-Time & Lean Healthcare Management	Dr. Susmit Jain
3.	Strategies for Conflict Resolution and Negotiation.	Dr. Deepti Sharma
4.	Structured Database Management system	Dr. Ritu Vashistha
5.	HR Analytics	Dr. Kajal Sitlani
6.	Spanish Language	Ms. Ruchi Kaushik
7.	German Language	Mr. Dilip Kuma
8.	French Language	Ms. Reema Singhani

Important Notes

- **Selection Window:** Opens on **Monday, November 25, 2024 at 1 PM** and closes on **Thursday, November 28, 2024 at 4 PM**. Please select one course of interest.
- **Attendance Requirement:** Minimum 75% attendance is mandatory.
- **No Course Changes Allowed:** Once chosen, course selection cannot be altered

Best regards, Academic Office


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Course Title	Course Code	Duration of Course	Academic Year
Strategies for Conflict Resolution and Negotiation	VAC-021	35 Hours	2024-25



**MBA Hospital and Health Management
MBA Pharmaceutical Management MBA
Healthcare Analytics**

MBA Value Added Course (VAC)

**First Year
2024-26**

Course Plan

**Strategies for Conflict Resolution and Negotiation
(VAC-021)**

Dr Deepti Sharma
Associate Professor



For Signing

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1, Prabhu Dayal Marg
Near Sanganeer Airport, Jaipur-302029

1. Course Information

Course Title: Strategies for Conflict Resolution and Negotiation
Course Credit: 1.5
Course Code VAC - 021
Course Instructor: Dr Deepti Sharma

2. Program Outcome (PO)

- PO 1** To Help understand the concepts and of Negotiation and Conflict in Company.
PO 2 To Help learn about appropriate strategies for effective Managing Negotiation in organization.
PO 3 To Develop skills of analyzing, diagnosing and solving Conflicting situations in organization.
PO 4 Develop a professional demeanor, contributing positively to workplace culture and leadership.

3. Course Description

The purpose of this course is to help students to understand the theory and processes of negotiation in a variety of settings. This course provides training in both the theory and practice of negotiation. This course is also designed to prepare students to work in a conflict management position in or for an organization. Students will receive a basic introduction to organizational context and structure, leadership and communication styles, and sources of workplace disputes.

The successful student will acquire the conceptual skills necessary to become a sophisticated analyst of negotiation and conflict situations. This includes a deep understanding of the underlying structure of the negotiation ,conflict management , as well as the psychology behind negotiation-based judgment and decision-making. This theoretical treatment will be complimented by hands-on negotiation experiences, with the goal of imparting comfort and confidence when using these tools in every-day life.

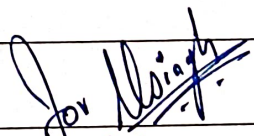
4. Course Objective

- ✚ Developing personal skills in problem solving and negotiation.
- ✚ Evaluating strategies and behavior applied by specific negotiation styles.
- ✚ Explain specific negotiation styles and strategies, including the context and purpose in which they are used
- ✚ Develop and apply theoretical and practical knowledge in understanding and managing conflict.
- ✚ Identify and explain how the various types of conflict management or dispute resolution mechanisms are used in organizations
- ✚ Devise appropriate behaviors, strategies, tactics and design solutions that lead to effective and collaborative settlements

5. Course Outcome

After the course, students should be able to

CO 1	To develop strategies and negotiation skills to manage the interpersonal relation in an organisation
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CO 2	To understand the situations of conflict in an organizations
CO 3	Understand the various Conflict Management Skills in an Organisation.
CO 4	To apply Strategies to manage Negotiation at various fronts in Organisation and personbal life.
CO 5	To develop Skills for becoming a better Managing job/organisation to nurture collaboration.

6. Course Articulation Matrix (Interrelation between CO and PO):

Outcomes	CO 1	CO 2	CO 3	CO 4	CO 5
PO1	3	1	2		
PO2				3	
PO3			3		
PO4					3

Note: Enter 1, 2 or 3 in the cell if the respective CO is related to the respective PO. Here, 3 denotes **high** strength of correlation between CO and PO, 2 denotes **medium** strength of correlation between CO and PO and 1 denotes **weak** strength of correlation between CO and PO.

7. Course Pedagogy

The course will be covered by PPT session augmented by discussions, case studies. Academically relevant Audio and Videos will be a regular feature of this subject.

8. Course Requirement

Effective learning requires the active participation of students in class, and it is therefore desired that every student report to the class well-prepared to present and defend his/her ideas. Preparation for the class calls for pre-reading the topics/cases to be discussed later. Further, for meaningful discussion of the cases, the students must come ready with their case analysis identification, genesis of, and recommendations to resolve the problem(s).

9. Course Syllabus

Unit	Content/ Topics	CO	Bloom's Learning (BL) Levels
Unit 1	<i>Concept of Strategies and Negotiation in organisation</i>	1	BL2
Unit 2	<i>Conflit, Nature of Conflict, Reasons of Conflict</i>	2	BL2, BL4

[Signature]
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Unit 3	<i>Models of Negotiation</i>	4	BL6
Unit 4	<i>Approches to Conflict Resolution</i>	5	BL4,BL6

Note: Please enter appropriate BL levels against each unit in the above table. The Bloom's Taxonomy Levels are as follows:

- BL1: Remember
- BL2: Understand
- BL3: Apply
- BL4: Analyse
- BL5: Evaluate
- BL6: Create

10.Course Policies

This course abides by the University's policies, which can be found in the Student Handbook. Please note the following:

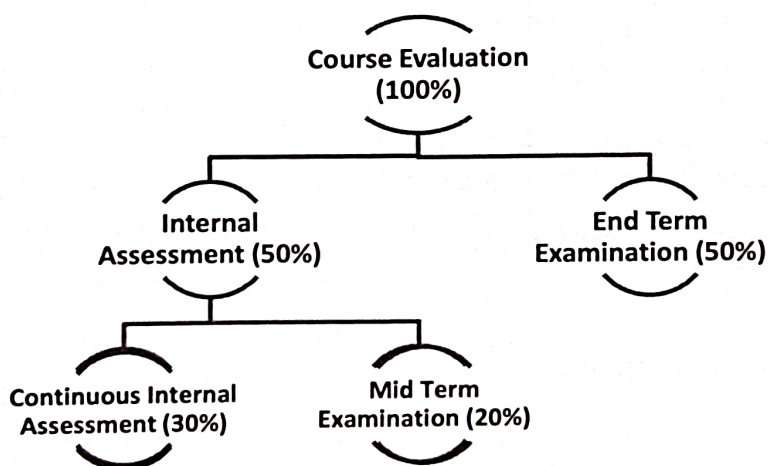
Attendance: Students must maintain a minimum attendance of 75% to be eligible to appear in the End-Term Examination of the course. Please refer to the student handbook for further details.

Email: Each student has an email id and a password provided by the University. Students will receive course-related information in this email. Students are advised to check this email for updates on the course regularly.

11.Course Assessment

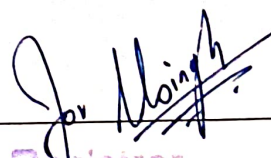
Students' performance in the course will be evaluated by following two components, with 50% weightage to each component:

1. Internal Assessment (60%)
2. End-Term Examination (40%)



Continuous Internal Assessment (CIA): The faculty will conduct the Continuous Internal Assessment of the students by using at least two methods of Assessment from the methods given below:

1. Home Assignments (Individual / Group)
2. Viva-Voce


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3. Case Study
4. Review Paper
5. Group Work
6. Presentations
7. Model Development Role-Play
8. Rapid Fire Questions
9. Quiz
10. Class Assignments (Individual / Group)
11. Posters
12. Class Participation

End-Term Examination (ETE): It carries 50 % weightage, covering the full syllabus of the course. The end-term examination will be conducted on the scheduled date published by the Controller of Examination.

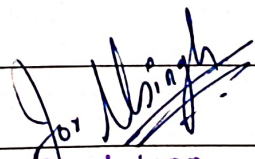
12.CO and Assessment Alignment Matrix:

S. No.	Activity	CO1	CO2	CO3	CO4	CO5	CO6
1.	Home Assignments (Individual / Group)	√	√	√	√	√	√
2.	Viva-Voce						
3.	Case Study						
4.	Review Paper						
5.	Group Work				√		
6.	Presentations						√
7.	Model Development Role-Play						
8.	Rapid Fire Questions						
9.	Quiz						
10.	Class Assignments (Individual / Group)	√	√	√	√	√	√
11.	Posters						
12.	Class Participation	√	√	√	√	√	√
13.	Internal Assessment	√	√	√	√	√	√
14.	End Term Examination	√	√	√	√	√	√

Note: Please tick the relevant cell to show the respective alignment

13.Session Plan

Day/Date	Topic/Contents	Pedagogy	Readings
Day 1	Concept of Strategies and Negotiation, Essence of Effective Negotiation	PPT	https://ohiostate.pressbooks.pub/pubhhmp6615/chapter/leadership-guide-to-conflict-and-conflict-management
Day 2	VUCA & BANI Modelling Exercise	Activity	


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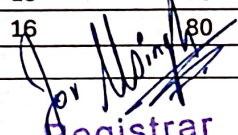
Day 3	Introduction: Nature of Conflict Concept- Conflict Types of Conflict Conflict Benefits	PPT Case study	Martin Deutsch, (1973), The Resolution of Conflict: Constructive and Destructive Process, Yale University Press, New haven.
Day 4	Conflict: Types and Style Stages of Conflict Positive Conflict Negative Conflict Conflict Styles	PPT Case study	Mark Gerzon, (2006) Leading Through Conflict, Harvard Business School Press, Boston, USA.
Day 5	Approches to Conflict Resolution: Strategies to manage conflict Building Synergy Skills to Manage Conflict	PPT Case study	Paul Wehr, (1979), Conflict Regulation, Westview Press, USA. Kurt Lewin. Resolving Social Conflicts, Harper & Row Brothers Publishers, New York.

Session Timings

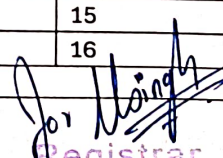
Day	Date	Session 1	Session 2	Lunch Break	Session 3	Session 4
Day 1	January 4, 2025	9:00–11:00 AM	11:15 AM–1:15 PM	1:15–2:15 PM	2:15–3:45 PM	4:00–5:30 PM
Day 2	January 18, 2025	9:00–11:00 AM	11:15 AM–1:15 PM	1:15–2:15 PM	2:15–3:45 PM	4:00–5:30 PM
Day 3	February 1, 2025	9:00–11:00 AM	11:15 AM–1:15 PM	1:15–2:15 PM	2:15–3:45 PM	4:00–5:30 PM
Day 4	March 1, 2025	9:00–11:00 AM	11:15 AM–1:15 PM	1:15–2:15 PM	2:15–3:45 PM	4:00–5:30 PM
Day 5	March 15, 2025	9:00–11:00 AM	11:15 AM–1:15 PM	1:15–2:15 PM	2:15–3:45 PM	4:00–5:30 PM

Student Attendance

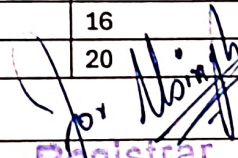
Enrollement No.	Name	Total Sessions Scheduled	Sessions Attended	Present Percentage
IIHMR-U/01/2024-26/1891	Abhay Mishra	20	20	100
IIHMR-U/01/2024-26/1902	Animesh Singh	20	15	75
IIHMR-U/01/2024-26/1903	Anirban Bhattacharjee	20	16	80


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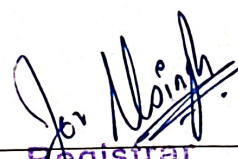
IIHMR-U/01/2024-26/1905	Anjali Chaudhary	20	20	100
IIHMR-U/01/2024-26/1908	Anupurva Nandi	20	20	100
IIHMR-U/01/2024-26/1918	Avni Reja	20	20	100
IIHMR-U/01/2024-26/1921	Ayushi nema	20	16	80
IIHMR-U/01/2024-26/1927	Bhavesb Pandey	20	20	100
IIHMR-U/01/2024-26/1939	Dhoke Sharayu Vijay	20	20	100
IIHMR-U/01/2024-26/1949	Gikkala Sanmathi	20	20	100
IIHMR-U/01/2024-26/1952	Harsh Choudhary	20	20	100
IIHMR-U/01/2024-26/1955	Harshita Mahapatra	20	15	75
IIHMR-U/01/2024-26/1960	Hritika Sharma	20	20	100
IIHMR-U/01/2024-26/1987	Lakshyaveer Samerwal	20	16	80
IIHMR-U/01/2024-26/1996	Monica Kujur	20	20	100
IIHMR-U/01/2024-26/2002	Narwadkar Ashwini Vishnu	20	16	80
IIHMR-U/01/2024-26/2004	Nayana S Jayachandran	20	20	100
IIHMR-U/01/2024-26/2005	Neha .	20	20	100
IIHMR-U/01/2024-26/2007	Nibedita Roy	20	20	100
IIHMR-U/01/2024-26/2015	Palak Guru	20	20	100
IIHMR-U/01/2024-26/2017	Parth Sarthi Dixit	20	20	100
IIHMR-U/01/2024-26/2020	Pooja .	20	20	100
IIHMR-U/01/2024-26/2022	Prachee Katakwar	20	20	100
IIHMR-U/01/2024-26/2026	Pragati Bhojak	20	20	100
IIHMR-U/01/2024-26/2034	Pratishtha Singh	20	20	100
IIHMR-U/01/2024-26/2045	Rakshida Singh	20	16	80
IIHMR-U/01/2024-26/2055	Ridhima Arora	20	20	100
IIHMR-U/01/2024-26/2057	Rishika Sharma	20	20	100
IIHMR-U/01/2024-26/2099	Stuti Bhargava	20	20	100
IIHMR-U/01/2024-26/2103	Thakare Tejaswini Vilas	20	16	80
IIHMR-U/01/2024-26/2110	VIJYA SINGH	20	20	100
IIHMR-U/02/2024-26/0595	Aastha Misra	20	20	100
IIHMR-U/02/2024-26/0596	Abhinav Chaudhary	20	16	80
IIHMR-U/02/2024-26/0597	Abhinav Patidar	20	20	100
IIHMR-U/02/2024-26/0599	Aditi Mishra	20	20	100
IIHMR-U/02/2024-26/0600	Aishwarya Agarwal	20	20	100
IIHMR-U/02/2024-26/0602	Akshita Jaiswal	20	16	80
IIHMR-U/02/2024-26/0606	Anand Raj	20	16	80
IIHMR-U/02/2024-26/0608	Anshi Yatinkumar Bulsara	20	20	100
IIHMR-U/02/2024-26/0609	Anshula Prashant Chafle	20	20	100
IIHMR-U/02/2024-26/0611	Anuradha Dangl	20	16	80
IIHMR-U/02/2024-26/0612	Archi Shukla	20	16	80
IIHMR-U/02/2024-26/0613	Arpan Ghosh	20	16	80
IIHMR-U/02/2024-26/0614	Avantika Subhash Kalaskar	20	20	100
IIHMR-U/02/2024-26/0616	Avinash Pandey	20	20	100
IIHMR-U/02/2024-26/0617	Avinash yadav	20	15	75
IIHMR-U/02/2024-26/0619	Ayush Chauhan	20	16	80


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IIHMR-U/02/2024-26/0622	Badwalk Shruti kishor	20	16	80
IIHMR-U/02/2024-26/0623	Ballekari Sai Krishna	20	20	100
IIHMR-U/02/2024-26/0625	Baswa Nandini	20	20	100
IIHMR-U/02/2024-26/0627	Benke Prashant Popat	20	16	80
IIHMR-U/02/2024-26/0628	Bhadoriya Mohit Netrapal	20	16	80
IIHMR-U/02/2024-26/0629	Bhatt Twisha Gaurang Kumar	20	20	100
IIHMR-U/02/2024-26/0630	Bhatt Vansh Hiteshkumar	20	20	100
IIHMR-U/02/2024-26/0631	Bhavneet Singh	20	16	80
IIHMR-U/02/2024-26/0632	Bhumika Patidar	20	20	100
IIHMR-U/02/2024-26/0634	Daga Yash Nandkishor	20	16	80
IIHMR-U/02/2024-26/0635	Deeksha Gupta	20	20	100
IIHMR-U/02/2024-26/0637	Deepanshu Parewa	20	20	100
IIHMR-U/02/2024-26/0638	Deore yashodeep Bharat	20	20	100
IIHMR-U/02/2024-26/0639	Devangan Bharat Jeevan	20	15	75
IIHMR-U/02/2024-26/0640	Devendra Singh Chouhan	20	15	75
IIHMR-U/02/2024-26/0641	Janhavi Sanjay Ramteke	20	16	80
IIHMR-U/02/2024-26/0642	Divyarup das	20	20	100
IIHMR-U/02/2024-26/0644	Fathima Shahala. M	20	16	80
IIHMR-U/02/2024-26/0645	Gangawal Raturaj Rajesh	20	20	100
IIHMR-U/02/2024-26/0646	Gautam Chitkara	20	15	75
IIHMR-U/02/2024-26/0647	Gupta Manjish Arvind	20	20	100
IIHMR-U/02/2024-26/0648	Harshal Samadhan Bari	20	20	100
IIHMR-U/02/2024-26/0650	Indrale Aniket Eknath	20	15	75
IIHMR-U/02/2024-26/0651	Ishank yadav	20	20	100
IIHMR-U/02/2024-26/0652	Jagrati Goyal	20	16	80
IIHMR-U/02/2024-26/0653	Jahnavi Patidar	20	20	100
IIHMR-U/02/2024-26/0654	Janak Sanjay Padole	20	20	100
IIHMR-U/02/2024-26/0658	Kaneriya Jyot Jayendrabhai	20	15	75
IIHMR-U/02/2024-26/0659	Khemvardhan .	20	15	75
IIHMR-U/02/2024-26/0660	Kripa Saran Shrivastava	20	15	75
IIHMR-U/02/2024-26/0661	Krishna Rathod	20	16	80
IIHMR-U/02/2024-26/0662	Lathi Roshan Nitin	20	19	95
IIHMR-U/02/2024-26/0663	Laxmi Purushottam Punse	20	20	100
IIHMR-U/02/2024-26/0665	Manashvi Gangrade	20	16	80
IIHMR-U/02/2024-26/0666	Mansi Gaykwad	20	15	75
IIHMR-U/02/2024-26/0667	Mansi Gupta	20	15	75
IIHMR-U/02/2024-26/0668	Mansi Onkar Mahakalkar	20	20	100
IIHMR-U/02/2024-26/0669	Yogansh Khare	20	15	75
IIHMR-U/02/2024-26/0670	Muskan Lariya	20	20	100
IIHMR-U/02/2024-26/0671	Naman Pathak	20	16	80
IIHMR-U/02/2024-26/0672	Namit Kumar	20	20	100


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IIHMR-U/02/2024-26/0676	Nikita Panchore	20	20	100
IIHMR-U/02/2024-26/0677	Pankaj yogi	20	20	100
IIHMR-U/02/2024-26/0678	Paras Gupta	20	17	85
IIHMR-U/02/2024-26/0679	Parihar Bhavesh Rajesh	20	15	75
IIHMR-U/02/2024-26/0680	Patil Pushkaraj Rajendra	20	20	100
IIHMR-U/02/2024-26/0682	Patil Unmesh Anil	20	20	100
IIHMR-U/02/2024-26/0683	Poras kiri	20	20	100
IIHMR-U/02/2024-26/0684	priyanka singh	20	20	100
IIHMR-U/02/2024-26/0685	Priyanshi Mandloi	20	20	100
IIHMR-U/02/2024-26/0686	Rahul .	20	16	80
IIHMR-U/02/2024-26/0687	Rauneet Kaushik	20	20	100
IIHMR-U/02/2024-26/0689	Reetik Raj	20	16	80
IIHMR-U/02/2024-26/0693	Saarthak Kumbkarni	20	20	100
IIHMR-U/02/2024-26/0697	Sandeep Patel	20	20	100
IIHMR-U/02/2024-26/0698	Sanjana Rameshwar Patil	20	20	100
IIHMR-U/02/2024-26/0701	Sapna .	20	16	80
IIHMR-U/02/2024-26/0703	Sawant Yash Vijay	20	16	80
IIHMR-U/02/2024-26/0704	Sawarkar Kasturi Vijayprakash	20	17	85
IIHMR-U/02/2024-26/0705	Shashank Chauhan	20	20	100
IIHMR-U/02/2024-26/0706	Shashikant Mahajan	20	15	75
IIHMR-U/02/2024-26/0708	Shegokar Kshitij Narendra	20	20	100
IIHMR-U/02/2024-26/0710	SHIVANSH MEHROTRA	20	16	80
IIHMR-U/02/2024-26/0715	Singh Sweta Sanjaykumar	20	15	75
IIHMR-U/02/2024-26/0716	Sonali Singh Tomar	20	20	100
IIHMR-U/02/2024-26/0718	Sudhanshu solanki	20	20	100
IIHMR-U/02/2024-26/0721	Tanoy Maji	20	20	100
IIHMR-U/02/2024-26/0722	Utkarsh kumar singh	20	15	75
IIHMR-U/02/2024-26/0724	Vyas Ankita Mahendralal	20	20	100
IIHMR-U/10/2024-26/0054	Atreyee Bardhan Roy	20	20	100
IIHMR-U/10/2024-26/0058	Dolisha Jain	20	20	100
IIHMR-U/10/2024-26/0065	Varsha Vijay Vijay	20	20	100
IIHMR-U/18/2024-26/0025	SMRIDHI GUPTA	20	20	100


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Certification of Completion

This certifies that

Abhay Mishra

Master of Business Administration (Hospital and Health Management)

2024-26

has successfully completed Value Added Course (VAC) on

Strategies for Conflict Resolution and Negotiation

Conducted during **January - March 2025**, accumulating a total of 35 hours
with **Grade A+**

Dr. Himadri Sinha
Professor and Coordinator (VAC)

Dr. P.R. Sodani
President

Date of issue: March 20, 2025



Certification of Completion

This certifies that

Aastha Misra

Master of Business Administration (Pharmaceutical Management)

2024-26

has successfully completed Value Added Course (VAC) on

Strategies for Conflict Resolution and Negotiation

Conducted during **January - March 2025**, accumulating a total of 35 hours
with **Grade A+**

Dr. Himadri Sinha
Professor and Coordinator (VAC)

Dr. P.R. Sodani
President

Date of issue: March 20, 2025

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Near Sangam, New Delhi - 110002



Certification of Completion

This certifies that

Atreyee Bardhan Roy

Master of Business Administration (Development Management)

2024-26

has successfully completed Value Added Course (VAC) on

Strategies for Conflict Resolution and Negotiation

Conducted during **January - March 2025**, accumulating a total of 35 hours
with **Grade A+**

Dr. Himadri Sinha
Professor and Coordinator (VAC)

Dr. P.R. Sodani
President

Date of issue: March 20, 2025

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Certification of Completion

This certifies that

Smridhi Gupta

Master of Business Administration (Healthcare Analytics)

2024-26 has successfully completed Value Added Course (VAC) on

Strategies for Conflict Resolution and Negotiation

**Conducted during January - March 2025, accumulating a total of 35 hours
with Grade A+**

Dr. Himadri Sinha
Professor and Coordinator (VAC)

Dr. P.R. Sodani
President

Date of issue: March 20, 2025

Registrar
The IIHMR University
1, Prabhu Dayal Marg
Near Sanganer Airport, Jaipur-302029



Certification of Completion

This certifies that

Dolisha Jain

Master of Business Administration (Hospital and Health Management)

2024-26

has successfully completed Value Added Course (VAC) on

Strategies for Conflict Resolution and Negotiation

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