



MAHARAJA AGRASEN INSTITUTE OF MANAGEMENT STUDIES

(A unit of Maharaja Agrasen Technical Education Society)

Affiliated to GGSIP University

Recognized by Bar Council of India; ISO 9001: 2015 Certified Institution

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‘*Vyaapar*’ - Negotiation Competition

(October 31, 2017)

MAIMS organized a simulation game – *Vyaapar*: The Negotiation on October 31, 2017 for its students. The aim of the event was to develop negotiation and marketing skills among the students. The participants in the competition assume the role of international buyers representing their clients in a series of negotiations with the other party. The negotiation simulations closely imitate real life examples with a common set of factors known to all participants, and confidential information known only to the participants representing a particular side. Teams were required to submit negotiation plan prior to the Competition, and then discuss these plans with the other party in negotiation sessions that last for thirty to forty minutes.

A total of 66 students participated in the event. Their negotiation skills were judged by Dr. Manju Gupta and Mr Vikas Gupta. The event was a great success wherein all the students absorbed the facets of learning with a good team spirit. The **winners** of the event were:

1st Position: Kalpana Bansal, Business Administration, Third Year, Fifth Semester

2nd Position: Pawan Mittal, Commerce, Third Year, Fifth Semester

3rd Position: Manas Bogra, Eco (H) First Year, First Semester

