



Management Association of Pakistan

STRATEGIC NEGOTIATIONS IN TIMES OF UNCERTAINTY



Sat-Sat,
August 8 & 15, 2026



10:00 A.M.
05:30 P.M.



Movenpick
Hotel, Karachi



Dr. Huma Baqai

Program Overview:

Every negotiation shapes an outcome. Every conflict shapes a relationship. The question is: Are you equipped to lead both with confidence?

Conflict is inevitable in any workplace, but how we handle it can define our success as leaders and teams. This workshop provides a strategic framework for proactively reducing workplace conflict, empowering participants to transform challenges into opportunities for growth and collaboration.

This interactive workshop will combine experiential learning with practical strategies. Participants will engage in role-playing, case studies, and reflective exercises to develop essential conflict resolution skills in a supportive environment.

Learning Outcomes:

Participants will leave the program with the ability to:

- Prepare for negotiations with a clear strategy rather than reacting in the moment.
- Stay calm and in control during difficult conversations.
- Deal with conflict before it escalates.
- Understand what drives people to say "yes," "no," or "let me think about it."
- Negotiate for outcomes that protect both relationships and results.
- Communicate with greater confidence when the stakes are high.

Module 1: Negotiating in Complex Environments

- The mindset of an effective negotiator
- Preparing for successful negotiations
- Interests versus positions
- Negotiation styles and strategies
- Creating value through collaborative negotiation

Module 2: Communication, Influence & Difficult Conversations

- The role of communication in successful negotiations
- Active listening and powerful questioning
- Emotional intelligence under pressure
- Influencing without authority
- Handling difficult conversations with confidence

Module 3: Conflict Resolution for High-Performing Teams

- Understanding the sources of workplace conflict
- Conflict management approaches
- Finding common ground and building consensus
- Resolving disagreements while preserving relationships
- Turning conflict into collaboration

Delivery Methodology:

- This highly interactive program blends practical insights with experiential learning.
- Real-world case studies, facilitated discussions, negotiation simulations, role plays, and reflective exercises designed to encourage active participation and immediate workplace application.

- The sessions emphasize peer learning, collaborative problem-solving, and practical tools that participants can apply in their professional roles.

Target Audience:

- Mid-level and senior managers
- Team leaders and supervisors
- Human Resource professionals
- Project managers
- Client-facing professionals
- Professionals seeking to strengthen their negotiation and conflict management capabilities

Facilitator's Profile: Dr. Huma Baqai



Dr. Huma Baqai is a respected academic, leadership expert, and SECP-certified corporate trainer with more than 20 years of experience developing leaders and professionals. As Rector of MiTE, she has worked extensively with organizations across sectors to strengthen leadership, negotiation, communication, and conflict resolution capabilities.

Known for her engaging, discussion-driven approach, Dr. Baqai brings together contemporary leadership thinking, practical experience, and real-world case studies to create highly interactive learning experiences. Her sessions challenge conventional thinking, encourage meaningful dialogue, and equip participants with practical strategies they can apply immediately in the workplace.

ADMINISTRATIVE INFORMATION

Category	Regular Fee (Rs.)
MAP Institutional Member	65,000
Two or more Institutional Member nominations	61,500
MAP Individual Member	60,000
Non-Member	68,000

*Includes: MAP Certificate, Soft Version of Course Material, Hi-Tea.

** Note: 20% Discount is available on nominations for 5 or more participants

Sindh Sales Tax (SST) Applies

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Outreach Partner

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