**Curriculum plan (Odd Semester 2025-26) August-November 2025**

**Teacher Name: Dr. Pallavi Srivastava**

**Paper name: Negotiations and Leadership Skills, SEC**

**SEC: Semester 5**

**Class type: Lecture (2 Practical/ Practice), 0-0-2 (End Sem Practical = 40 Marks, CA=20 Marks, Viva Voce = 20 Marks)**

**Paper shared with: No one**

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| **Unit to be taken** | **Month wise schedule to be followed** | **Tests/Assignments/ Revision/Presentations etc.** |
| **UNIT I: Negotiation Fundamentals and Negotiation Canvas** | August | Group Discussion &  Regularity and Work Ethics during practicals for Continuous Assessment of 10 Marks (CA) |
| **UNIT II: Managing Critical Moments, Effective Communication and Relationship Building** | September | Class Interaction & Participation = 10 Marks (CA) + Assignment for 20 marks |
| **UNIT III: Discovering, Creating and Claiming Value and Complex Negotiations** | October | Class Interaction & Participation = 10 Marks (CA) |
| **UNIT IV: Managing Alternatives and Legitimacy and Building Commitment** | November | Class Interaction & Participation = 10 Marks (CA)  Viva Voce for Continuous Assessment of 20 Marks (CA) + Attendance |