



MANAGEMENT DEVELOPMENT CENTER, YASHADA

IN ASSOCIATION WITH

SYMBIOSIS INSTITUTE OF MANAGEMENT STUDIES, PUNE

Invites you to 3 day Programme on

**ESSENTIALS OF PROJECT MANAGEMENT
FOR PUBLIC SECTOR**



This training program is designed to strengthen the managerial and operational competencies of project officers especially in the Government involved in planning and implementing development of various projects.

PROGRAM HIGHLIGHTS

DESIGN THE NEW PROJECT:

Define Vision, Purpose and Goal Outline Scope and Deliverables Stakeholder Identification Planning Resources Risk Assessment Communication Strategy etc.

TRAINING MATERIALS PROVIDED

• Project Charter Template • Scope Checklist • WBS and RACI Templates • Risk Register + Probability-Impact Matrix • Communication Plan Template • Dashboard Format (Excel) • Project Closure Checklist. etc

DELIVERY METHODS

• Case Studies • Role Plays • Project Simulation • Group Worksheets • Videos/ Presentation • Industry Examples • Trainer-Led Demonstrations. etc.

TRAINNING HIGHLIGHTS

Understanding Project Management

- Project Management Fundamentals Sessions-1 & 2 Case Studies
- Project Planning, Scope, Limitations and challenges.
- Project Life Cycle and understanding the RFP -Hands-on

Tools and Technologies

- Project Cost and finance with application of MS-Excel Sessions-1 and 2
- Project Cost and finance with application of MS-Excel Session -3
- Project Quality and Risk Identification

Monitoring, Evaluation, and Experience

- Project Execution & stakeholder management
- Presentation on RFP understanding and experience sharing.

**KEY SPEAKERS AND
EXPERTISE**

MR. PARAG MAHAJAN



AGILITY COACH,
MARSH LEHNAN

SENIOR GOVERNMENT OFFICER



GOVERNMENT OF
MAHARASHTRA

DR. SANJAY KUMAR MANGLA



ASSOCIATE PROFESSOR,
SIMS, SYMBIOSIS INTERNATIONAL (DEEMED UNIVERSITY), PUNE

DR. VIVEK DIVEKAR



ADJUNCT FACULTY,
SIMS, SYMBIOSIS INTERNATIONAL (DEEMED UNIVERSITY), PUNE

DR. MANISHA SANGHVI



ASSISTANT PROFESSOR,
SIMS, SYMBIOSIS INTERNATIONAL (DEEMED UNIVERSITY), PUNE

PROGRAM DETAILS

Date: 5th, 6th, 7th FEBRUARY 2026

Time : 09:30 AM to 06:00 PM

Venue : MDC, YASHADA, Pune

Course Fees

Non residential : Rs. 4050/- (Including Registration & Lunch)

Residential (Twin sharing executive room) : Rs. 7800/- (Including Registration, Lodging & Boarding Charges)

Residential (Single Executive Room) : Rs. 11,700/- (Including Registration, Lodging & Boarding Charges)

• Registration Fees Rs. 1000/- Only is mandatory.

• **No fees for officials of Government of Maharashtra except registration fee**

For more details visit : mahayashada.org

Contact for more details : Yogesh Lonkar - 9405808879

Email: mdcdept@yashada.org

To Register
Click here & Scan the QR





MANAGEMENT DEVELOPMENT CENTER

PROGRAM ON NEGOTIATION STRATEGIES



PROGRAM HIGHLIGHTS

Day 1

- Understanding the nuances of the fundamentals of principled negotiation
- Preparation: The key to successful negotiation
- Negotiation strategies and tactics
- Psychology of negotiation
- Creating value, claiming value, and managing coalitions & multiparty dynamics

Day 2

- Cross-cultural negotiation with four carefully crafted simulations
- Ethical considerations in negotiation
- Conflict resolution in negotiation
- Closing the deal
- Post-negotiation follow-up

PROGRAM DETAILS

Date: 29th & 30th JANUARY 2026

Time : 09:30 AM to 06:00 PM

Venue : MDC, YASHADA, Pune

This training program is designed to strengthen the managerial and operational competencies & Negotiation Skills of project officers involved in planning and implementing development of various projects.

OBJECTIVES OF THE PROGRAMME :

- Understand nuances of 'Fundamentals of Principled Negotiation
- Negotiation Skill Development
- Create Value, Claim Value
- Manage Coalitions & Multiparty Dynamics.

INVEST IN YOUR LEADERSHIP, DELIVER PUBLIC VALUE

Equip yourself to secure better agreements, foster collaboration, and achieve the mission-critical outcomes that matter for effective public service delivery.

DELIVERY METHODS

- Case Studies
- Role Plays
- Project Simulation
- Group Worksheets
- Videos/Presentation
- Industry Examples
- Trainer-Led Demonstrations. etc.

Course Fees

Non residential

: Rs. 2700/- (Including Registration & Lunch)

Residential (Twin sharing executive room)

: Rs. 5200/- (Including Registration, Lodging & Boarding Charges)

Residential (Single Executive Room)

: Rs. 7800/- (Including Registration, Lodging & Boarding Charges)

• Registration Fees Rs. 1000/- Only is mandatory.

• No fees for officials of Government of Maharashtra except registration fee

For more details visit : mahayashada.org

Contact for more details : Yogesh Lonkar 9405808879

Email: mdcdept@yashada.org



Scan QR code for more details