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Mini Workshop Series:
Crucial Conversations, Negotiations and Handling Disputes
 - Hosted by Social Innovations @ Venture Center -

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| Gains | <ul style="list-style-type: none"> Understand how to conduct crucial conversation and negotiations via examples and case studies Get pointers on how to handle disputes via examples and case studies |
| Organized and Hosted by | <ul style="list-style-type: none"> Venture Center Social Innovations @ Venture Center |
| Supported by | <ul style="list-style-type: none"> Department of Biotechnology Translational Health Science and Technology Institute (THSTI), Faridabad |
| For whom | <ul style="list-style-type: none"> Budding / aspiring entrepreneurs (Researchers, students, engineers, clinicians etc) Early-stage inventive enterprises and science-based startups |
| When | Thursday 5 Dec 2024 Time: 1400 – 1730 |
| Where | <ul style="list-style-type: none"> Workshop will be held in hybrid mode Online via ZOOM platform Venue @ Venture Center: Lecture Theatre, 900, NCL Innovation Park |
| Contact | Technical: Niruta Killedar niruta.killedar@venturecenter.co.in +91-8956226080 Registration & Payment: Vineet Joshi vineet.joshi@venturecenter.co.in +91- 9156465141 |
| Cost and Registration | <p>Registration Fees Rs 500/- (Registration fees will be waived off for Biodesign fellows from THSTI)</p> <p>Registration Process:</p> <ul style="list-style-type: none"> Step 1: Interested participants need to fill in registration form at the following link. Register online at: https://tinyurl.com/SLAP2024 Step 2: Payment details will be shared with candidates who successfully complete the verification process. Attendance only on confirmation of payment of registration fees <p>NOTE:</p> <ul style="list-style-type: none"> More details at: https://www.venturecenter.co.in/socialinnovations/events/ REGISTRATIONS AND FINAL PAYMENT DEADLINE Registration closes once 10 seats are full or 4 days prior to the workshop (whichever comes sooner) Fees paid is not refundable and non transferable under any circumstances The organizers reserve the right to accept or refuse or delay registrations so as to optimize the composition of the group and hence maximize learning for all participants |

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Introduction

The workshop focuses on giving the participants a primer on how to plan and conduct crucial conversations with different stakeholders, particularly team members and take it ahead towards negotiations. The second half of the workshop will give the participants tips and pointers on the do's and don't's of handling disputes, with a focus on startup teams.

The workshop methodology focuses on conceptual sessions elaborated with examples and case studies to help relate better with the learnings.

Terms and Conditions for Participants

- Participants shall arrange their own devices (preferably Laptop/ Tablet) to work on the workshop assignments.
- Participants to arrange for their travel and accommodation
- Attendance is mandatory for all sessions once registration is confirmed.
- No sessions will be repeated if a participant is unable to attend due to any reasons.

Program Includes


- Free membership in mailing list to follow-up on program and intimation of relevant events/ funding opportunities from Venture Center
- **Certificates will be given to only those candidates who have 100% attendance for all the sessions in the workshop.**

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Program Schedule

| Time | Session | Faculty |
|-------------|--|----------------|
| 1345 – 1400 | Registration, Welcome and Introduction to the workshop | Mugdha Lele |
| 1400 – 1530 | How to conduct Crucial Conversations and Negotiations | Protima Sharma |
| 1530 – 1600 | Networking Tea/Coffee @ Foyer Area, 900, NIP | |
| 1600 – 1730 | How to handle disputes: Dos and Dents | Protima Sharma |

Speakers (in alphabetical order of last names)

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|  | <p>Protima Sharma</p> <p>Protima is a Chemical Engineer and MBA from IISc, Bangalore. After a stint with Thermax in HR, she worked for TCS as a Change Management Consultant. She now heads PeopleWiz consulting, a firm specializing in Organization Design. Under her leadership, the firm has established offices in Pune, Bangalore and Singapore serving clients that range from startups to MNCs across APAC and Middle East region. In her capacity as an advisor at NCL's Innovation Centre, she mentors start-ups in achieving their HR and culture goals. Her interests include Entrepreneurship, Intrapreneurship and Organization design. Protima is also co-founder of a Section 8 NGO, 'Where are India's Children' that works to bring abandoned and orphaned children into the legal adoption mechanism of the country.</p> |
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In-house team (in alphabetical order of last names)



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|  | <p>Niruta Killedar</p> <p>Niruta is Senior Associate for Social Innovations at Venture Center. She is primarily responsible for assisting in the implementation of the Social Innovation Immersion Program at Venture Center. Overall she assists in driving the Social Innovations portfolio at Venture Center and coordinates events and related mentoring activities. She is a Microbiologist by training and has more than 7 years of experience in interdisciplinary areas of science. She has been passionately working in border areas for the last 15 years as a volunteer through the NGO Aseem Foundation, which adds value to the Social Innovations portfolio at Venture Center.</p> |
|  | <p>Mugdha Lele</p> <p>Mugdha is Head – Social Innovations at Venture Center. She is a Ph.D from School of Health Sciences, University of Pune and has teaching and research experience in a State Government medical university. At Venture Center, she is responsible for driving the Social Innovations and related activities and is responsible for providing technical mentoring for incubatees at Venture Center. Mugdha has been a Fellow of the Chevening Rolls Royce Science, Innovation, Policy and Leadership Programme (CRISP) at the Said Business School, University of Oxford, UK in 2016. In 2018 she has also been part of the Aritra Accelerator Program for Leadership in the Social Sector at IIM Bangalore with Phicus Solutions and Dr. Reddy's Foundation.</p> |

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|  | <p>Entrepreneurship Development Center (Venture Center) – a CSIR initiative – is a Section 25 company hosted by the National Chemical Laboratory, Pune. Venture Center strives to nucleate and nurture technology and knowledge-based enterprises by leveraging the scientific and engineering competencies of the institutions in the Pune region in India. The Venture Center is a technology business incubator supported by the Department of Science & Technology’s National Science & Technology Entrepreneurship Development Board (DST-NSTEDB). Venture Center’s focuses on technology enterprises offering products and services exploiting scientific expertise in the areas of materials, chemicals and biological sciences & engineering.</p> <p>For more information, visit: http://www.venturecenter.co.in/</p> |
|  | <p>Venture Center is committed to Social innovation and entrepreneurship. We actively nucleate and nurture enterprises that focus on solving socially important problems and build sustainable entities (for profit or not-for-profit) to deliver the solutions to society. Focus areas at Venture Center include affordable health and nutrition, empowering farmers, clean energy, sustainable resource utilization, environment and circular economy, water, sanitation, hygiene and any other social sectors that can leverage Venture Center’s innovation ecosystem.</p> <p>For more information: http://www.venturecenter.co.in/socialinnovations</p> |

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| <p>Funded by</p>  | <p>The Department of Biotechnology (DBT), Government of India is completely devoted wholly to achieve excellence in the promotion of biotechnology in the country. DBT provides services in the areas of research, infrastructure, generation of human resource, popularization of biotechnology, promotion of industries, creation of centers of excellence, implementation of biosafety guidelines for genetically modified organisms and recombinant DNA products and biotechnology-based programs for societal benefits. Bioinformatics is a major mission to establish an information network for the scientific community, nationally and internationally. DBT’s mission include realising full potential of biotechnology, undertake significant investment for generation of products, processes and technologies, enhance efficiency and productivity and cost-effectiveness of agriculture, nutritional security, molecular medicine, environmentally sustainable technologies, scientific and technological empowerment of human resource, a strong infrastructure for research and commercialization, enhance the knowledge base, nurture leads of potential utility, bring bioproducts to the market place, socio-economic development and promote biotech industry.</p> <p>For more information: https://dbtindia.gov.in</p> |
|  | <p>As a networked organization linking many centers of excellence, THSTI is envisioned as a collective of scientists, engineers and physicians that will effectively enhance the quality of human life through integrating a culture of shared excellence in research, education and translational knowledge with the entrepreneurial spirit to take technologies into the public sphere. In fulfilment of its vision, the THSTI will work with other constituents of the technology cluster at Faridabad such as the Regional Centre for Biotechnology Training, Education and Research (RCB) through long term partnerships. By integrating the fields of medicine, science engineering and technology into translational knowledge and making the resulting biomedical innovations accessible to public health, to improve the health of the most disadvantaged people in India and throughout the world.</p> <p>For more information: https://www.thsti.res.in</p> |
