

**State Bank Institute of Leadership, Kolkata**  
(An ISO 21001:2018 & 9001:2015 Certified & IGBC Platinum Certified Institute)

# **Negotiation Power & Crisis Resilience**

**3 Day Open Programme  
for Senior Executives  
(AGMs & above ) in BFSI  
Sector**



**Date May 21st -23rd 2025**



**Location**  
**State Bank Institute of Leadership**  
**Plot No. II F/2 Street No. 329, Action Area III**  
**Newtown, Rajarhat, Kolkata PIN 700160**

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Send us an email on [sbil@sbi.co.in](mailto:sbil@sbi.co.in)



## Negotiation Power & Crisis Resilience

In the high-stakes world of banking, leaders are often at the crossroads of negotiation, conflict resolution, and crisis management. Whether dealing with regulatory bodies, corporate clients, or internal teams, the ability to drive high-impact negotiations and navigate conflicts effectively is paramount.

The challenge? Many senior banking professionals, despite their vast experience, struggle to balance assertiveness with diplomacy, leading to suboptimal deals, unresolved disputes, and strained stakeholder relationships. Additionally, in moments of crisis, leaders must respond with agility and strategic foresight to mitigate risks while preserving institutional credibility

### Addressing the Leadership Imperative in Banking

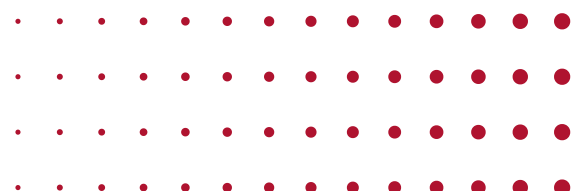
To address these critical leadership challenges, the State Bank of India presents an exclusive three-day open programme under tieup with VMentor.ai.

Designed to equip banking professionals with cutting-edge negotiation strategies and crisis leadership skills, this programme delivers practical insights, real-world applications, and expert-led training tailored to the evolving demands of the banking sector



### Who Should Attend?

This programme is tailored for senior banking professionals in leadership roles (AGMs and above), who are responsible for high-value negotiations, stakeholder management, and crisis response within their organizations.



# What's in It for You?

- 1.Master Strategic Negotiation Techniques**– Develop a structured approach to negotiation, ensuring win-win outcomes in high-stake banking deals
- 2.Navigate Conflict with Confidence**– Learn frameworks to handle internal and external disputes with diplomacy and assertiveness.
- 3.Crisis Management Excellence**– Build resilience and agility to lead during crises, ensuring minimal disruption to banking operations.
- 4.Real-World Application**– Engage in case studies and role-plays modeled on real-life banking scenarios for hands-on learning.
- 5.Peer Networking & Knowledge Sharing**– Interact with fellow senior banking professionals, exchange insights, and build collaborative problem-solving capabilities.

## Meet Your Expert Facilitators



Mr. Jaydeep Apte

Jaydeep is a seasoned leadership mentor and training consultant with 25+ years of experience in sales, leadership development, and behavioral training across top FMCG firms like GlaxoSmithKline, Henkel-Spic, and Hindustan Lever. He specialises in executive leadership, stakeholder management, strategic communication, and negotiation, helping professionals enhance their influence and decision-making. Jaydeep has successfully designed and delivered high-impact leadership and behavioral training programmes for senior executives across industries.

Dr. Neil is a seasoned leadership facilitator with over 30 years of experience in coaching, organizational development, and driving high-performing teams. Having held CXO roles across multiple organizations, he specializes in HR strategy, business growth, and leadership training. He has designed and delivered capability-building programmes for senior leaders in PSUs and leading banks like RBI and SBI. Additionally, he has led operations, P&L, and employee engagement initiatives at renowned healthcare institutions, including Hinduja Hospital and Kokilaben Dhirubhai Ambani Hospital.



Dr. Neil Sequeira



# Programme Structure & Key Takeaways

## Day 1: The Art of Negotiation in Banking

- Fundamentals of High-Stakes Negotiations in the Banking Industry
- Balancing Assertiveness & Diplomacy in Client and Regulatory Negotiations
- Building Persuasion & Influence in Banking Leadership

### Key Takeaways:

Improved deal-making capabilities, enhanced persuasion techniques, structured negotiation frameworks

## Day 2: Conflict Resolution for High-Performance Teams

- Understanding the Psychology of Conflict in Banking
- Strategies for Managing Internal and External Disputes Effectively
- Mediation & Dispute Resolution: Techniques for Leadership Success

### Key Takeaways:

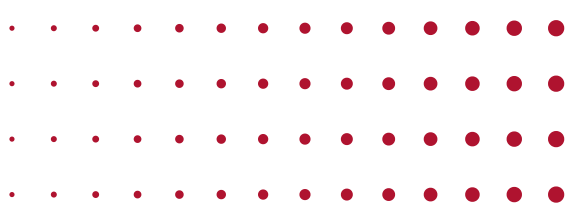
Enhanced conflict-handling skills, structured mediation approaches, improved stakeholder management

## Day 3: Crisis Leadership & Decision-Making Under Pressure

- Developing a Proactive Crisis Response Plan in Banking
- Managing Reputational Risks and Crisis Communication
- Practical Application: Crisis Simulation and Real-World Case Studies

### Key Takeaways:

Strategic crisis management expertise, structured decision-making under pressure, readiness for high-stake disruptions



## Commercials

The charges are Rs.15,000/- per participant per day, which includes accommodation for participants on a single occupancy basis, meal charges, classroom and other facilities.

GST, as applicable, will be additional.

## Contact Us

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