



Goa University

Manohar Parrikar School of Law, Governance and Public Policy

Discipline of Law

REPORT ON LECTURE ON NEGOTIATION STRATEGIES

1. Title of the Event/Activity/program	Lecture on Negotiation Strategies
2. Date and Time	19th July 2024 2:00pm to 4:30pm
3. Mode of conduct (Physical/Online)	Physical
4. School/ Directorate/ Section	Manohar Parrikar School of Law, Governance and Public Policy
5. Collaborating Agency/School/Directorate	None
6. Detail of the Resource Person (Brief biodata)	1 Dr. Aman Bhuvania is currently an Assistant Professor in the Strategy & Consulting Area at the esteemed Goa Institute of Management, where he also chairs the Center for Creativity, Innovation, and Design Thinking. He has a Ph.D. in Entrepreneurship from the Indian Institute of Management Bangalore. He also holds an MBA from the Faculty of Management Studies, University of Delhi, and a Bachelor's degree in Engineering from Jadavpur University. At the Goa Institute of Management, Dr. Bhuvania has been instrumental in teaching and mentoring future business leaders. His courses, such as "Capstone Business Strategy Simulation" and "Strategic Management," have received outstanding ratings from his students.
7. Number of Faculty attended/participated	3
8. Number of Student attended / participated	30
9. No. of external students/faculty/other participants	G R Kure Law College :- 3

10. The objectives of the Program/activity/event	<ul style="list-style-type: none"> • Enhance understanding of effective negotiation techniques and strategies. • Explore practical approaches to achieving successful negotiation outcomes. • Develop skills for managing complex negotiation scenarios effectively. • Learn to balance competing interests and reach mutual agreements. • Strengthen negotiation abilities through real-world examples and exercises.
11. Description of the Program/activity/event	<p>The program took place on Friday, 19th July, from 2:00 to 4:30 pm during the seminar lecture. Students from Part I and Part II enthusiastically participated, along with three students from Kare Law College. Dr. Aman Bhuwania, a skilled professor, was very engaging and interactive. He assigned two activities, which the students participated in fully. Dr. Aman also provided great insights on conflicts and how to deal with them amicably. After the session ended, the group took photographs and enjoyed refreshments.</p>
12. Benefit/Key outcomes of the Program/activity/event	<p>Practical Conflict Resolution Insights: Dr. Aman Bhuwania provided valuable insights on managing and resolving conflicts amicably.</p> <p>Active Student Engagement: Participation from students of both Part I and Part II, as well as Kare Law College, demonstrated high engagement and enthusiasm.</p> <p>Networking and Collaboration: The event facilitated networking among students from different institutions and provided opportunities for collaborative learning.</p>
13. Enclosures with report	<p>Brochure, Notice, Geo-tag photos, Attendance of students/faculty/external participants, Bio Data of resource person (if applicable), Any other information.</p>

Ruchika
Ruchika K Naik

Programme Co-Ordinator

[Signature]
25/07/2024
Dr. Rajendra S Gad
Dean, MPS



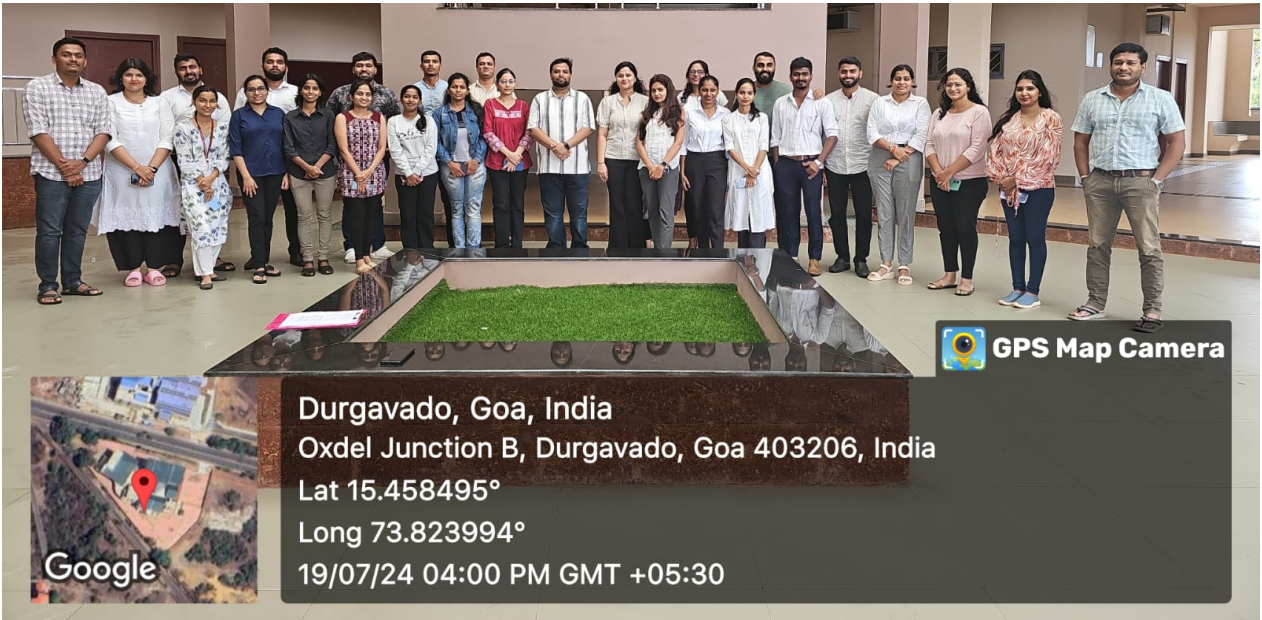


GPS Map Camera



Durgavado, Goa, India
Oxdel Junction B, Durgavado, Goa 403206, India
Lat 15.458555°
Long 73.824048°
19/07/24 03:19 PM GMT +05:30

Dr. Aman Bhuwania Engaging in the Lecture



GPS Map Camera



Durgavado, Goa, India
Oxdel Junction B, Durgavado, Goa 403206, India
Lat 15.458495°
Long 73.823994°
19/07/24 04:00 PM GMT +05:30

Groups Picture



Students during the Group Activity - Negotiating











ATTENDANCE

GOA UNIVERSITY
 MANOHAR PARRIKAR SCHOOL OF LAW, GOVERNANCE AND PUBLIC POLICY
 LECTURE ON NEGOTIATION STRATEGIES
 BY DR. AMAN BHUWANIA

Date :- 19/07/2024

HALL NO :- 07

REGISTRATION

SR. NO.	NAME	AFFILIATION	SIGN
01.	Vaibhavi Kane, Asst. Prof	Goa University, MP SLGPP	
02.	Dr. Murali Sengupta Kantiyapudi	Goa University, MP SLGPP	
03.	Gaigalvi J. Unmalkar	Goa University, MP SLGPP	
04.	Sachya Zehra	Goa University, MP SLGPP	
05.	Nikmala Velip	Goa University, MP SLGPP	
06.	SRUJITHI HADANKAR	Goa University, MP SLGPP	
07.	Komal Naik	Goa University, MP SLGPP	
08.	Arya S. P. Passikar	Goa University, MP SLGPP	
09.	Sanskriti Kar	Goa University, MP SLGPP	
10.	Rishali Dehalekar, Asst. Prof of Law	Goa University, MP SLGPP	

GOA UNIVERSITY
 MANOHAR PARRIKAR SCHOOL OF LAW, GOVERNANCE AND PUBLIC POLICY
 LECTURE ON NEGOTIATION STRATEGIES
 BY DR. AMAN BHUWANIA

Date :- 19/07/2024

HALL NO :- 04

REGISTRATION





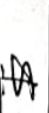





SR. NO.	NAME	AFFILIATION	SIGN
11.	Amruta Pednekar	Goa University MP SL	
12.	Prarambhi. H. Gouveas	Goa University, MP SL	
13.	Ashwin Naik	" MSLGPP	
14.	Adv. Jyoti Naik Ganekar	Goa University MSLGPP	
15.	Suman .S. Laxal	Gorind Pawlath Kaul dg, Mangaluru	
16.	Gourang Naik Naik	Govind Ramnath Kauldg	
17.	Utkarsh Premchand Desai	Govind Ramnath Kauldg	
18.	Bhargav @Dattaraj Samant	Goa University MP SL	
19.	Esha Ghodkekar	Goa University, MP SL	
20.	Shubhij Prabhu Desai	" "	

GOA UNIVERSITY
 MANOHAR PARRIKAR SCHOOL OF LAW, GOVERNANCE AND PUBLIC POLICY
 LECTURE ON NEGOTIATION STRATEGIES
 BY DR. AMAN BHUWANIA

Date :- 19/07/2024

HALL NO :- 07

REGISTRATION

SR. NO.	NAME	AFFILIATION	SIGN
21	DIGAJI S. SENE	Goa Uni M Phil	
22	Divyabhavati Naidu	Goa University, MP SL	
23	Aditya Tankwale	Goa University MP SL	
24	Adv. Shubham R. Lokare	GOA UNIVERSITY MP SL	
25	NIKHIL D. NAIK	"	
26	Rudika K. Naik, Asst Prof. of Law	Goa University, MP SL	
27	Poojansi Khaebe	Goa University MP SL	
28	Gaurav Naik	Goa University MP SL	
29	Pranav Dhage	Goa Uni	
30	Sakil S. Deshpande	Goa University	

Flyer of The Lecture



GOA UNIVERSITY

**MANOHAR PARRIKAR SCHOOL OF LAW, GOVERNANCE & PUBLIC
POLICY**

CORDIALLY INVITING FOR LECTURE ON

NEGOTIATION STRATEGIES



DR. AMAN BHUWANIA
FACULTY AT GOA INSTITUTE OF MANAGEMENT

DATE & TIMING

19th July 2024, 2:00pm - 4:00pm

VENUE

Block - G, Goa University

OPEN TO ALL STUDENTS & PROFESSIONALS

PROF. INCHARGE :- RUCHIKA K NAIK
9168751467

Registration Link :-
**[https://forms.gle/3aRoyrG
eHFUfdFyy7](https://forms.gle/3aRoyrGeHFUfdFyy7)**

Bio Data of the Resource Person

AMAN BHUWANIA

+91-9971743620 ◊ Goa Institute of Management

bhuwania.aman@gmail.com ◊ aman@gim.ac.in ◊ www.linkedin.com/in/amanbhuwania/

EDUCATION

- **Ph.D. (Entrepreneurship)** (2018-23)
Indian Institute of Management Bangalore
- **Master of Business Administration** (2015-17)
Faculty of Management Studies, University of Delhi
- **Bachelor of Engineering (Instrumentation and Electronics)** (2010-14)
Jadavpur University

WORK EXPERIENCE

- **Goa Institute of Management** (Jun' 23 – current)
Assistant Professor, Strategy & Consulting Area
Chair, Center for Creativity, Innovation and Design Thinking
- **Kotak Mahindra Bank, New Delhi** (Jun' 17 – May 18)
Relationship Manager, Corporate Banking
- **HSBC Electronic Data Processing India, Kolkata** (Jul' 14 – Jun' 15)
Risk Operations Analyst

TEACHING EXPERIENCE

- **Course Instructor**
 - "Capstone Business Strategy Simulation", PGDM Core Course, GIM, Rating – 7.74 (Jul' 23 – Sep' 23)
 - "Strategic Management", PGDM Core Course, GIM, Rating – 7.76 (Dec' 23 – Mar' 24)
- **Teaching Assistant**
 - "Strategic Partnerships", MBA Elective course, IIM Bangalore (Jun' 20 – Aug' 20)
 - "Entrepreneurial Mindset and Action", MBA Core course, IIM Bangalore (Dec' 20/21/22 - Feb' 21/22/23)
- **Mentor & Tutor**
 - On behalf of Office of Disability Services, "Entrepreneurial Mindset and Action", MBA Core course, IIM Bangalore (Dec' 18 – Feb' 19)

RESEARCH INTERESTS

Entrepreneurship, Incubators, Resources, Entrepreneurial finance, VCs, Effectuation, Scaling

THESIS

Learning in "accelerated" ventures: The role of Penrosean resources

Dissertation Advisory Committee:

Prof. Suresh Bhagavatula (Chairperson), Prof. Saras Sarasvathy, Prof. Ludvig Levasseur

1. Resource enrichment: Integrating Penrosean and Barnean Perspectives
2. Peer Learning: How micro-ecosystems facilitate interaction & lead to knowledge co-creations

3. Peer-generated non-financial resources as capital substitutes for developing ventures

MANUSCRIPTS UNDER REVIEW

- “Taming the beast versus nurturing the beast: Rethinking Entrepreneurship Policy,” (Co-authored with Manjunath AN, Kumar K, Vinay Reddy Venumuddala) - Manuscript under review at *IIMB Management Review*.

MANUSCRIPTS IN PREPARATION

- “Venture Capitalists and Entrepreneurs – A dyadic relationship: Review and research agenda” (Co-authored with Ludvig Levasseur) – Manuscript in preparation for submission to *Journal of Business Research*.
- “Scaling without capital? A theory of Penrosean resource substitution,” (Co-authored with Saras D. Sarasvathy) – Manuscript in preparation for submission to *Journal of Business Venturing*.
 - Presented at *Journal of Business Venturing’s PDW* (2021)
 - Presented at *Effectuation Conference*, (2022)
- “Resource enrichment – Integrating Penrosean and Barnean perspectives,” (Co-authored with Saras D. Sarasvathy) – Manuscript in preparation for submission to *Journal of Management*
 - Accepted at *Effectuation Conference*, (2023)
- “International Entrepreneurship (IE) Research in India and China: A Review of the Literature,” (Co-authored with Dibyendu Sharma) – Manuscript in preparation for submission to *International Business Review*.
 - Presented at *INDAM Conference* (2024)
- “International Social Ventures: Effectuation in the international social opportunities,” (Co-authored with Dibyendu Sharma) – Manuscript in preparation for submission to *International Small Business Journal*.
 - Presented at *INDAM Conference* (2024)

WORKING PAPERS

- “Business Models in Social Entrepreneurship: Linking Founders’ Imprinting and Financial Performance,” (Co-authored with Srivardhini K Jha, Nachiket Bhawe) URL: <https://doi.org/10.5465/AMBPP.2021.15026abstract>
 - Presented at *Strategic Management Society 40th Annual Conference* (2020)
 - Presented at *Academy of Management 81st Annual Meeting* (2021)
- “Peer Learning: How micro ecosystems facilitate interaction and lead to ecosystem level outcomes,” (Co-authored with Saras D. Sarasvathy)
 - Presented at *INNODAYS Conference* (2022)
 - Accepted at *Israel Global Strategy Conference* (2022)
- “Not merely a game of cat and mouse: Regulatory categorization of contemporary entrepreneurial firms at sub-national levels,” (Co-authored with Manjunath AN) URL: <https://doi.org/10.5465/AMBPP.2022.15742abstract>
 - Presented at *JMS Special Issue Virtual Workshop* (2022)
 - Accepted at *Academy of Management 82nd Annual Meeting* (2022)
- “Serial entrepreneurship in a box? Designing coactive vicarious learning in accelerators” (Co-authored with Saras D. Sarasvathy)
 - Accepted at *21st Nordic Conference on Small Business Research* (2022)
- “Leveraging near decomposability to build collaborative governance platforms: The case of energy supply chain in India,” (Co-authored with Manjunath AN, Vinay Reddy)
 - Accepted at *European Group for Organizational Studies 38th EGOS Colloquium* (2022)

- “Agentic, relational and temporal aspects of scaling up: Review and research agenda”

RESEARCH TRANSLATION

- Aman Bhuwania (2021). *Prisoner of the past? Overcoming biases to run a microfinance institution*, **2021 BCERC Doctoral Consortium Research Translation Showcase** URL: <https://www.babson.edu/media/babson/assets/bcerc-dc-translations/Translation-Aman.pdf>

OTHER WORKSHOPS AND CONFERENCE ACTIVITIES

- Doctoral Consortium Participant, Centre for Teaching & Learning at **IIM Bangalore**, (2023)
- Doctoral Consortium Participant, **Babson College Entrepreneurship Research Conference**,
 - **Babson College Doctoral Consortium Grant (\$950)**, Kauffman Foundation,
 - Session facilitator (moderator) [Paper Presentation Session] (2021)
- Reviewer for multiple conferences and workshops:
 - Academy of Management (2024)
 - Indian Academy of Management (2022, 2023, 2024)
 - Israel Global Strategy Conference (2022)
 - 6th Pan-IIM World Management Conference (2018)

OTHER ACADEMIC ACHIEVEMENTS

- Campus Winner & National Finalist in KPMG International Case Competition, (2016)
- Campus Winner & National Finalist, Coca-Cola Show Case MBA Case Competition, (2016)
- Zonal Finalist, Samsung E.D.G.E. MBA Case Competition, (2016)
- Campus Finalist, Nestle 4Ps MBA Case Competition, (2016)