



भारतीय दिवाला और शोधन असमता बोर्ड
Insolvency and Bankruptcy Board of India



**The Insolvency and Bankruptcy Board of India
in association with
the British High Commission**

Organises a

Webinar

On

“Importance of Negotiation Skills for Insolvency Professionals”

**Thursday, 26th November, 2020
3:00 PM – 5:00 PM**

The Insolvency and Bankruptcy Code, 2016 (“Code”) bestows upon an Insolvency Professional several responsibilities and functions which require constant interaction with various stakeholders and participants in a Corporate Insolvency Resolution Process / Liquidation Process. The Bankruptcy Law Reforms Committee (“BLRC”) while relying upon various principles to design a new insolvency and bankruptcy resolution framework in India, has in its report observed the following in the context of a resolution professional:

“The professional will manage the resolution process of negotiation to ensure balance of power between the creditors and debtor and protect the rights of all creditors” and it further noted that *“The RP becomes the manager of the negotiation between the debtor and the creditors in assessing the viability of the entity. In this role, she has the responsibility of managing all information so that debtors and creditors are equally informed about the business in the negotiations”*.

Hence, it is vital on the part of the Insolvency Professional to harness the skills of negotiation in order to better handle the interests of all the stakeholders including but not limited to the members of Committee of Creditors, the Corporate Debtor and also the Prospective Resolution Applicant.

By way of this webinar, the participants will be introduced to the principles, efficacy and applicability of negotiation and the panelists shall endeavor to shed light on some of the techniques of business negotiation and its importance vis-à-vis the Code.

WELCOME & KEYNOTE ADDRESS

Mr. Rajesh Kumar Gupta, Chief General Manager, IBBI

&

Mr. Rahul Ahluwalia, First Secretary (Financial Services, British Deputy High Commission)

Speakers

1. **Mr. Sakate Khaitan (Sr. Partner, Khaitan Legal Associates):** Sakate heads the corporate M&A, funds, restructuring and insurance practice at Khaitan Legal Associates. Sakate has over 11 years of litigation experience advising various clients in their disputes that included joint venture disputes, tax disputes and disputes with regulators.
2. **Mr. Shailendra Ajmera (Insolvency Professional):** Shailendra is an Insolvency Professional registered with the Insolvency and Bankruptcy Board of India and a Chartered Accountant with wholesale banking experience which includes full suite of banking products including strategic/structured financings, restructuring/ distressed assets amongst large corporate, mid-market and MNCs.
3. **Ms. Anjali Rai (Director EY):** Anjali is a certified master trainer in advanced negotiations skills and various other soft skills related to sales and strategy. She has over 22 years of experience in business development & process innovation.

Link for accessing Webinar:

<https://eyenterprise.webex.com/eyenterprise/onstage/g.php?MTID=e95f91280f194a9c9cf1707b8d393b7a6>

For any further information/clarification, please write to: workshop.ip@ibbi.gov.in
