

"A man is
great by
deeds, not by
birth"
-Chanakya

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INDIAN INSTITUTE OF MANAGEMENT KOZHIKODE



Case Study

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Twist in Mahabharata

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Please contact the corresponding author, if you would like to access the full case study.

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Twist in Mahabharata

Abstract:

As Pandavas and Kauravas prepare for the upcoming war, the role of Krishna and his army become the deciding factor. Hence, Duryodhana and Arjuna reach Krishna for support. Krishna proposes two options and the bothers have to negotiate. The case helps the participants to understand BATNA, RV and seven basics of Negotiation.



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