



# Open Negotiation Training

What can you expect

## To start at the beginning

- an inventory of questions, problems and goals so that you can check whether the training has answered its purpose.
- A clear and testable psychological contract with the trainers, so that both “parties” know what they can expect from each other.

## More

- a clear vision on what we mean by negotiating ( based upon the The Harvard Negotiation Model);
- a new perspective - a different way of looking at - negotiation processes;
- essential and practically useful insights into the negotiation processes and patterns that play a role;
- a conceptual framework that allows you to prepare a negotiation in a short time, that you can use to structure and phase the negotiation process, and that enables you, in retrospect, to evaluate and continue to learn from your experiences;
- the ability to quickly and effectively intervene when the process is not functioning properly;
- a mirror by using a video camera that allows you to see and learn from the impact your behaviour has on others


To achieve this we use a mix of presentations, exercises and in particular negotiation cases during the first two days of the training. In these first two days three aspects of negotiating are fully discussed.

On the first day: **the relationship**. How do you deal with a troubled relationship? What if there has been much dissatisfaction in the past on both sides? How do you deal with someone who lines up powerfully? But also, how can you close an innovative deal with someone you have been doing business with for a long time?

In the morning of day two: **the decision making aspect**. How do you structure and phase a conversation? How can you recognize in which phase you are in during the conversation? Which interventions are necessary and effective?

In the afternoon: **we look at creativity**. Where does creativity benefit the negotiation? What do you need to be creative? What conditions are required for this?

On the morning of the third day we use practical simulations, case discussions and/or individual coaching. In doing so we make sure that you in your own way find the answers to those questions that may still be there. This approach enables you to go



back into your own practice with confidence in the lessons learned. The last afternoon is dedicated to Personal Power vs. Positional Power.

### Finally

We work with 1 trainer on 6 participants. In this way we are able to offer maximum personal attention. Maximum group size is 18 people with 3 trainers.

We will not stop our involvement until each of our participants is 100% satisfied about what he/she has received. Sometimes this leads to a talk after the training or a follow-up after sometime.

After the training we offer an “inspiration afternoon” (from 3 pm to 10 pm). To hear what the training has delivered and where the participants have run against. The topics we work on are based on experiences of the participants after the training.

### Fee

The fee of this three-day training “Open Negotiation” is € 2,150.00 excl VAT and hotel accommodation.

The location is Hotel De Buunderkamp in Wolfheze. Participants can make use of our reduced-hotel package. Accommodation fee is € 449.50 (including bed, breakfast, lunch and diner). The participant has to settle the bill directly with the hotel (or through an invoice to the company) at the end of the training. We advise you to stay overnight, this will greatly benefit the learning process.

Our terms and conditions apply to this training. These can be found on our website [http://fnp.nl/algemene\\_voorwaarden.pdf](http://fnp.nl/algemene_voorwaarden.pdf)



## Programme

### Day 1

- 09.00 Arrival, registration, coffee, tea  
09.30 Start-up: Getting acquainted  
Ground rules for the training  
Identifying your agenda for the training:  
Questions, objectives, desired outcomes  
Presentation : what to expect?  
A first negotiation.  
Presentation Open Negotiation  
(based upon The Harvard Negotiation Model)  
12.30 Lunch break  
14.00 The second negotiation case.  
The relationship aspect of negotiation: a real challenge  
(At ± 17.00 A snack will be served)  
19.00 Time-out to relax or exercise  
20.00 Dinner.

### Day 2

- 09.00 The decision making aspect of negotiation:  
- structuring the process in a sequential order (presentation)  
10.00 The third negotiation case  
12.30 Lunch break  
14.00 Negotiation as a creative challenge  
Negotiating in a team  
15.00 A fourth negotiation case (team : team)  
(At ± 17.00 A snack will be served)  
18.30 Preparing for the last day: "Back to Practice"  
19.00 Time-out to relax or exercise  
20.00 Dinner.

### Day 3

- 09.00 Taking "this" to the world of practice. A choice of a.o. presentation,  
practice simulation, role modelling, 1 : 1 consultation, personal  
feedback, group exchange of ideas will be made, determined by the  
nature of the problem/question/need.  
13.00 Lunch break  
14.00 Personal power and negotiation: M.K. Gandhi as an example.  
15.15 Evaluation : What did I learn?  
What am I going to do with it?  
Feedback on training and trainers  
16.00 Closure.