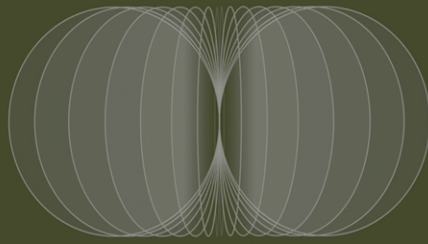


TRAINING

OPEN

NEGOTIATION



OPEN NEGOTIATION

Aren't we negotiating the whole day? With our customers, our boss, our partner, our kids and ourselves... Aren't you getting the best results with your negotiations? With our result focused training, based on the Harvard method for Open Negotiation, you will be enabled to work systematically towards an optimal substantive outcome and a good relationship as result of the negotiation where both parties can come out as winners. Below you will find more information on the training Open Negotiation.

WHAT THIS TRAINING WILL OFFER YOU...

- A clear **vision** on what we mean by negotiating (based upon the Harvard method for Open Negotiations);
- A **conceptual framework** that allows you to:
 - prepare a negotiation in a short time;
 - structure and phase the negotiation process;
 - evaluate and continue to learn from your experiences;
- A **new perspective** - a different way of looking at - negotiation processes;
- **Essential** and **practically useful insights** into the negotiation processes and underlying patterns;
- 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 behavior has on others;
- An investment in and **deepening of your personal development and skills.**

TO START AT THE BEGINNING...

- An inventory of your questions, problems and goals will enable you to check whether the training has answered its purpose and will allow us to give you the right support;
- You will be accompanied by one trainer per 6 participants in order to get the best possible personal support. The group will consist of a maximum of 12 participants with two trainers;
- A clear and testable psychological contract with the trainers, so that both “parties” know what to expect.

HOW IS THE TRAINING SET UP...

1. 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 and innovative deal with someone you have been doing business with for a long time?
2. 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 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?
3. 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.

THE INVESTMENT...

The investment for the training Open Negotiation including a copy of the book 'Getting to Yes' and all training materials amount up to € 2.495, - excluding VAT and accommodation costs.

The learning process during this training continuous in the evening. An overnight stay (incl breakfast, lunch and dinner) at the hotel is therefore part of the program. We have arranged package deals with different hotels at a reduced rate of max. € 625, - The accommodation costs are to be paid directly after the training to the hotel (often an invoice can be made).

'technical' part is useful in a lot of different collaboration settings. Most surprising was the focus on the 'inner' part and the effect emotions can have on negotiations".

FINALLY...

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 directly after the training or a follow-up after some time. You are always welcome at our office.

LIFELONG LEARNING EVENT

Every year we organize an event. As participant of our training, you are always welcome (for free) for inspiration and to keep your development alive. There is a guest speaker from our field and we reflect on

*The training was intensive and above my expectations.
Great combination of theory and practice where the*



PROGRAM 3 DAY TRAINING

DAY 1 (9.00-19.00H)

Morning (09.00 - 12.30h)

- Arrival, registration & coffee/tea
- Identifying your questions, dilemma's, learning objectives & desired outcome
- Short presentation on negotiating
- Case exercise: role play
- Lunch

Afternoon (14.00 - 19.00h)

- Role play evaluation and short presentation on Harvard method for Open Negotiation
- Case exercise: role play & evaluation

Evening

19.00 - 20.00h: relaxation or sports
20.00h: dinner

DAY 2 (9.00-18.30H)

Morning (09.00 - 13.00h)

- Reflections on 1st day insights
- Short presentation on decision making aspect of negotiating
- Case exercise: role play & evaluation
- Lunch

Afternoon (14.30 - 19.00h)

- Short presentation on creativity and team negotiations
- Case exercise: role play & evaluation
- Reflection on personal learning objectives as preparation for day 3

Evening

19.00 - 20.00h: relaxation or sports
20.00h: dinner

DAY 3 (9.00-16.00H)

Morning (09.00 - 13.00h)

- Reflections on 2nd day insights
- Integration and deepening of personal learning objectives, closer to your personal practice
- Lunch

Afternoon (14.00 - 16.00h)

- Overall reflection and inspiration: negotiating with personal power
- Evaluation and bringing your personal learnings forward

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HAPPY PEOPLE, SUCCESSFUL COMPANIES AND A SUSTAINABLE WORLD