



Excellent Negotiating – “Getting to YES”

A negotiation is a process by which two people or groups (the parties) try to reach an agreement through proposals and counterproposals. The reason we negotiate is that we are trying to achieve something that we could not otherwise achieve.

A negotiation process consists of a series of proposals and counterproposals. What is the best approach when people have disagreements? Basically, each subsequent offer will be closer to what the other party wants. The parties give in ever so slightly until they agree.

Source: Wikipedia

The Harvard style of negotiation, called “principled negotiation”, separates the people from the problem and jointly seeks a win-win solution. This methodology was developed by talking to hundreds of negotiators, judges, military personnel, politicians, etc. From their lessons learned, this method was developed.

The content of the training in principled negotiation is about:

- a. not negotiating about positions, instead about mutual interests.
- b. how to find solutions in mutual interest.
- c. how to set up objective criteria?
- d. how to deal with differences in power between the two parties, or with the hard negotiator,
- e. we address questions about how to deal with people, tactics, and power.

YES Human Factors Ltd does this with the help of very experienced trainers and teachers with a background in management (operational and HR), psychology, organizational development and change management. The decades of practical experience comes from different organizations, such as Siemens, Royal Air Force, KLM, Martinair, Ministry of the Interior, police etc.

YES Human Factors Ltd provides training within the market segments: hospitals, coast guard, process industry, IT, safety regions, banks and aviation.

We kindly invite you to participate in this interactive, practical and inspiring program.

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Partners YES Human Factors Ltd

www.yeshumanfactors.nl

Yes
HUMAN FACTORS

Excellent Negotiation

Excellent Negotiation is specifically designed for middle and senior management who want to grow in their organization and contributes to a safe, effective and efficient working environment.

Description

The training provides insights but also tools for effective negotiation at every level.

Program

Day1:

09.00 Reception with coffee
09.30 Getting acquainted
10.00 Introduction to negotiating Harvard Style
10.30 Negotiation (Exercise)
11.30 Break
11.15 Positional Negotiation
12.30 Lunch
13.30 Solution; people, interests, choices, criteria
15.00 Break
15.30 Preparation for a negotiation
16.30 Evaluation and conclusion
17.00 End

Day2:

09.00 Reception with coffee
09.30 Reflection on day 1
10.00 The method; separate the people from the problem.
11.00 Break
11.15 Emotions and communication during negotiations
12.00 Lunch
12.45 Yes what if the other party is ...
13.45 Break
14.00 Final Exercise
15.30 Break
15.40 Questions and answers about Excellent Negotiating
16.40 Evaluation and Conclusion
17.00 End

Questions and registration

For more information and to register, please contact:

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Or send an email to info@yeshumanfactors.nl

Overview

Excellent Negotiating

Program duration

2 days

Group size

3-12 persons or in consultation

Dates

In consultation

Location

YES Human Factors

Voorstraat 2

5353 KE Dienen

Or

In consultation In company or close to your home and/or workplace

Costs

€ 1080, - excl. VAT per participant
Excluding rent, overnight stay, etc.

Study material, coffee, tea and lunch are included.

Methodology

- Providing reflective insight
- Homework prior to the first training (reading assignment)
- Group discussions
- Group assignments

N.B.

Homework assignment / teaser prior to the training: Depending on whether the MD course has already been followed.