

Negotiation Skills

Leading focused discussions in projects and with professors

Target Group:

A group of women scientists in an Excellence Cluster who requested a two-day training to improve their negotiation skills.

Objectives

As scientists, you spend a large part of our working day negotiating workloads, resources, materials, priorities, terms and conditions, etc. This 2-day training offers the opportunity to practice the skills needed to becoming more confident in conducting negotiations by:

- experimenting with a red thread to lead professional and successful negotiations
- practicing negotiation scenarios with different partners
- learning ways of dealing with resistance and challenging partners.

Training Concept

This two-day hands-on seminar is a well-balanced combination of interactive and practice sessions. After receiving short theoretical input, the participants will prepare and practice their negotiations. Some exercises will be videotaped for deeper analysis and feedback.

We will mainly focus on the solution-focused approach of leading conversations (instead of the Problem-Focused approach) based on the Harvard Negotiation principles:

- being soft to the people and hard to the facts
- focusing on interests rather than positions
- generating a variety of options before settling on an agreement
- insisting that the agreement be based on objective criteria

For future reference, participants will receive a pdf file of the training content complete with pictures taken during the training.