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Team Up 2024

Session 6 – Get to know your co-founder

July 2, 2024



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Today's Agenda

Let's Play – prepare Pen & Paper

Q&A

What to prepare for next week



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Let's Play \$ 2 Game

Win / Lose Bargaining

- 1:1 meetings with chosen partners,
- 15 min. for each meeting
- 3 meetings: Partner 1, Partner 2, Partner 1

It is not possible to ask any questions for more instructions; simply try your best!



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Let's Play \$2 Game

Game was created by Dr. Mary Rowe for her class in 'Negotiation and Conflict Management' at MIT (Massachusetts Institute of Technology). For more information go [here](#).

Win / Lose Bargaining

Task:

You and another person must divide \$2 between you today; what you get, the other person loses .
No side deals, this is straight, distributive (win/lose) bargaining.

Instructions must be followed, even if they are distasteful to you.

If you hate it, play it out anyway and share with us in the discussion how you felt about it.

Try very hard to **follow your Secret Instructions** in each iteration of this simulation. You will have specific, personal instructions with each new partner; they will be different each time.

You may not tell anyone else about these instructions until the bargaining is over.

You will have a few minutes to consider strategy and tactics; please make notes as to your plans and ideas about how you will bargain.

Here are your questions:

- What do you want? What is your most optimistic hope? Your realistic expectation? What will you settle for?
- What does the other person probably want? How will you find out?
- How will you persuade the other person?
- What will your moves be?



Next...

- Is everything clear?
- If yes, please go to your 1:1 meeting rooms and prepare for few minutes
- Follow **your** instructions and play!



**Come back to main
session at 17:15h!**



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Take Home Points

Sometimes splitting the \$2 equally between two people is not the most equitable or fair solution.



Sometimes negotiations can be dominated by a particularly strong or stubborn bargaining partner.

Sometimes a 'weaker negotiator' ends up giving up on what he/she really needs to get.



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Take Home Points



Generally, in long-term relationships a win-win situation is a more peaceable solution than a win - lose scenario.



Building strong, trusting relationships is much more important in the long - term, than 'winning' one particular battle.



A win - lose form of bargaining will always leave one partner feeling resentful and hard done by.
This will affect how he / she relates to you in the future.

Take Home Points

- Every human interaction is a negotiation
- Prepare as much as possible before a negotiation
- Powers in a negotiation: information, expertise, moral authority, commitment, elegant solution
- Never meet hostility with hostility
- Always know your BATNA (Best Alternative To a Negotiated Agreement = most advantageous alternative that a negotiating party can take if negotiations fail and an agreement cannot be made)
- Negotiate on Interests not Positions (Understand your own interests, skills, habits, preferences, etc., as well as those of the Others)
- Even when you think you know the outcome, negotiation itself holds many valuable attributes including:
 - generation of creative solutions, potential mutual gain, relationship building, additional personal experience, etc.
- In order to be an effective negotiator, different circumstances may require a variety of styles and strategies, and/or different sources of power. You may change strategies when you see that of the Other.
- People vary in their preference for conflict resolution as well as their sources of Satisfaction
- We are all a lot worse at judging when someone is lying than we think we are.
- There are a number of special ways to handle an aggressive, competitive negotiator
- More points to take home are [here](#);
More on [BATNA](#)



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Feedback after \$ 2 Game

- Did you follow your instructions? How successfully?
- Did you like it? Why?
- Did you hate it? Why?
- How was the atmosphere?



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**Session 6: Get to know
three co-founders**



**Session 7: Get to know
three co-founders**



Friday: hang-out

**Get to know your
potential matches**

**Get to know your
potential matches**

Q&A and more!

Week 1

Week 2

Week 3

Week 4

Week 5



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Next Steps



Session 7: Get to know three co-founders



Week 1 Let's get started	Week 2 Speed dating	Week 3 Get to know your potential matches	Week 4 Working together: Case studies	Week 5 Preparing your proposal
Session #1 Matchmaking Kick-off <i>17th June 16:00 - 17:30 CET</i>	Session #4 Speed dating Prototyping <i>25th June 16:00 - 17:30 CET</i>	Session #6 Get to know three co-founders <i>2nd July 16:00 - 17:30 CET</i>	Session #8 Working together co-founders <i>9th July 16:00 - 17:30 CET</i>	Session #10 Preparing proposal with co-founder <i>16th July 16:00 - 17:30 CET</i>
Session #2 Tech pitch <i>19th June 16:00 - 17:30 CET</i>	Session #5 Speed dating Business Model <i>27th June 16:00 - 17:30 CET</i>	Session #7 Get to know three co-founders <i>4th July 16:00 - 17:30 CET</i>	Session #9 Working together co-founders <i>11th July 16:00 - 17:30 CET</i>	Session #11 Preparing proposal with co-founder <i>18th July 16:00 - 17:30 CET</i>
Session #3 Biz Pitch <i>21st June 16:00 - 17:30 CET</i>	Friday hang-out <i>28th June 16:00 - 17:00 CET</i>	Friday hang-out <i>5th June 16:00 - 17:00 CET</i>	Friday hang-out <i>12th July 16:00 - 17:00 CET</i>	Last call <i>19th July 16:00 - 17:30 CET</i>



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Next Steps

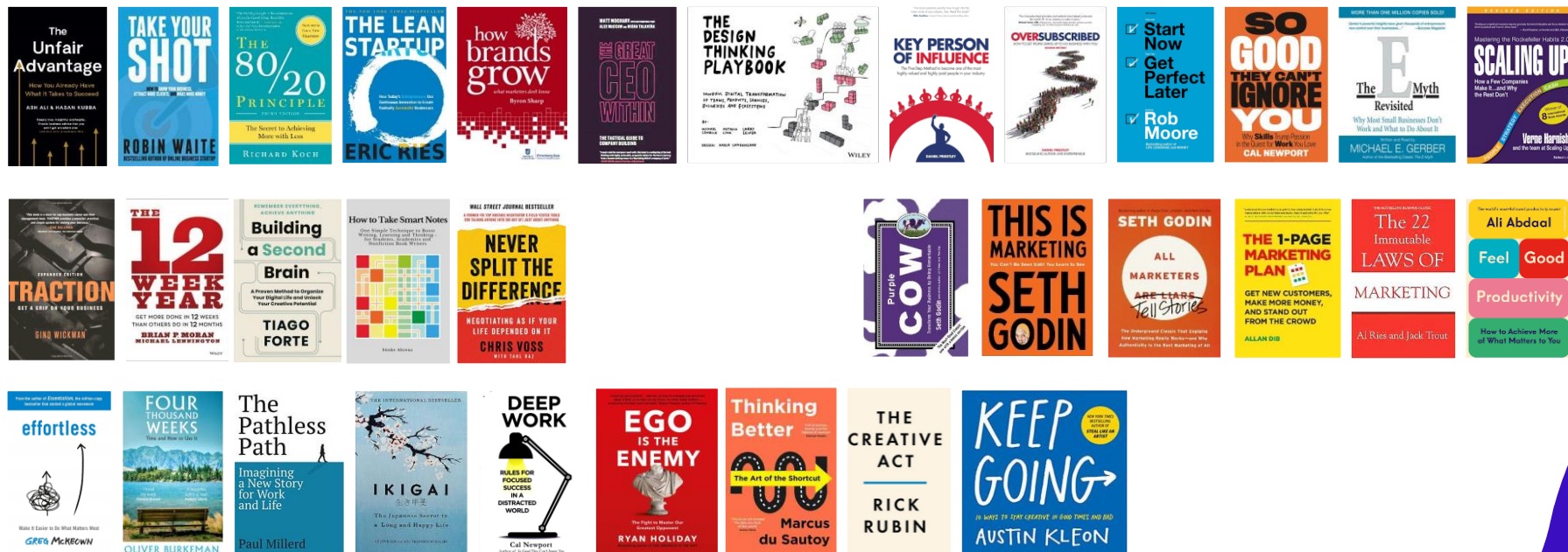
- ❑ Manage your 1:1 meetings to find a match



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Complementary Content

Books



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Tim Ferriss Show



The Diary Of A CEO



Ali Abdaal



5 Steps to Start Your First Business: :
The CASTLE Method

Rich Roll



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Contact Us!

Do you have any questions?

teamup@eitfood.eu



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