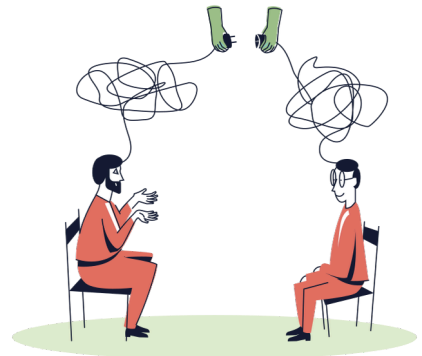


Successful and sustainable negotiation



TRAINING

How do you reach an agreement when you have different opinions?

We all negotiate. About whom gets which assignment, about an important contract. Also at home, who does the dishes and who mows the lawn? "If you demand this, I want that in return. Full stop." Tiring.

A negotiation does not have to be a cut-throat battle in which you want to bring your opponent to their knees. The winner takes it all? Maybe in a football match where one winner triumphs and the loser is left humiliated. But in working relationships, you don't play games. In no relationship for that matter. Believe us, there really can be more than one winner. The starting point of our training? Respect and openness.

Let's put all our cards on the table. Those who want to achieve something must give trust in order to get trust back. We respond to that ethical and age-old principle while practicing communication and argumentation techniques. By connecting assertively, reading each other's body language and opening up to each other's worldview. By looking for consensus. The kind of consensus that is mutually beneficial. After our training, you'll grant each other successes and look for solutions to satisfy both parties. A win-win, that is what we go for in this training.

LENGTH

half a day or a full day

NUMBER OF PARTICIPANTS

between 4 and 12

LANGUAGE

Dutch or English

LEARNING OBJECTIVES

In a nutshell: what will you learn during the training?

The importance of thorough preparation. What do you want and what does the other party want?

How to achieve your goal with integrity.

How to separate man and problem.

How to focus on importance, not views.

How to seek solutions for mutual benefit.

How to use objective criteria.

How to respond constructively to objections and attacks from the other person.

How to be connectively assertive.

You practice argumentation techniques.

How to translate agreement into concrete commitments.

You can opt for a half day or a full day of training. The content remains the same. However, if you opt for the shorter version, the pace will be a bit faster. During a full day, there will be more practical cases.

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