

**FP&P RoutsLaeven**  
Alles is Onderhandelen

# Mastering the Art of Negotiation

Training



# Mastering the Art of Negotiation

Negotiation doesn't always evoke positive images. Often, people think of shady deals or conflicts where one seeks to prevail at the expense of the other. Nevertheless, negotiation is a constant in our lives, whether consciously or unconsciously. We do it throughout the day. From dividing household chores to choosing a course of action or forging business partnerships... In essence, it's an indispensable skill! This training, building upon the Harvard negotiation method, focuses on creating additional value and fostering sustainable relationships. Rather than negotiating to the detriment of others, the emphasis shifts towards achieving win-win deals.

'Mastering the Art of Negotiation' delves into the dynamics between you and others. What stance do I adopt? Is there genuine trust between us? We believe that the substance of negotiations cannot exceed the quality of the relationship allowed. Therefore, you'll learn to identify and address relational tensions, primarily through experiential learning. In this training, we engage intensively with simulated practice cases. And more.

What sets 'Mastering the Art of Negotiation' apart is that alongside honing your negotiation skills, you embark on a deep dive into personal realms. This journey enhances self-awareness, offering numerous practical insights into your personal development, which you can translate across mental, emotional, and physical levels.

The training comprises two blocks, each spanning two days. The initial block focuses on discovering yourself as a negotiator and practicing theoretical frameworks. Subsequent

weeks allow for integration and practical application.

The second block offers opportunities for inquiries, deeper understanding, and sustainable anchoring, enabling immediate applicability of insights. This renders 'Mastering the Art of Negotiation' the quintessential training for those seeking professional success and embracing profound personal growth.

## What this training will offer you...

- A **clear vision** of negotiation according to the Harvard method.
- A thoughtful framework enabling **effective preparation**, structuring, and phasing of every negotiation.
- Negotiating with more **pleasure** and **self-assurance**.
- **Practical insights** into negotiation processes.
- A **behavioral mirror** through cases and video recordings, providing immediate insight into the impact of your behavior and communication.
- The ability to **effectively** and **decisively** adjust course when negotiations aren't going optimally.
- Greater **insight into the dynamics** between you and others.
- The skill to **ask effective questions** and get crucial information on the table.

## Questions we will answer...

- How do I handle resistance and dominant negotiators?
- What are my personal pitfalls, and how can I address them constructively?
- In what ways can I successfully navigate from a position of weakness in negotiation?
- How do I communicate persuasively if I naturally avoid conflict?
- What actions can I take if negotiations have stalled, and how do I repair the relationship?
- How do I effectively manage my emotions and those of others? What can I learn from my body?

## What participants say afterwards...

- "Negotiations were often stressful and exhausting for me. Since the training, I experience more joy and dare to trust in my abilities."
- "Previously, I would dive into negotiations unprepared, without a clear plan. Thanks to the training, I now arrive well-prepared at the negotiation table and can determine direction clearly."
- "I often felt insecure with dominant negotiators. Since the training, I've become much more self-assured in my interactions with them, and I'm less easily thrown off balance. It has boosted my confidence in negotiations."
- "The training has truly made a difference for me. I approach negotiations much more positively now. Negotiating no longer feels like a battle but rather an opportunity to arrive at better solutions."

## To start at the beginning...

- Your questions, dilemmas, and goals take center stage.
- Each trainer guides a maximum of 6 participants to ensure the best personal support. The group consists of up to 12 people with 2 trainers.
- We create a safe and enjoyable environment where participants and trainers know what to expect from each other and how to address one another.

## How is the training set up...

1. To prepare, you receive the book 'Mastering the Art of Negotiation' and practical information about the training days. Following this, you'll have an individual intake session with the trainer/coach to discuss your learning objectives and participate in an online test to understand your preferred negotiation style.

2. Over the first two days, we utilize short presentations and practical exercises with negotiation cases. Through this interactive approach, you'll learn the fundamentals of the Harvard method. We conclude this block with an Aikido-based workshop, an Eastern martial art serving as a perfect metaphor for the Harvard method. Many participants experience this as an 'aha moment' that they carry with them for the rest of their lives. Based on your learning objectives and insights from this phase, you'll create an action plan for the following period.
3. In the second two-day block, we thoroughly analyze a case brought by you from your personal practice. Together, we reflect on your learning objectives and action plan, discuss successes, and identify areas for improvement. This block also includes individual coaching, where you receive answers to questions and gain further insight into your (unconscious) patterns during negotiations. Additionally, you'll learn how to leverage creativity for closing richer deals. In a safe environment, you'll practice with training actors on your challenges. The last afternoon focuses on your personal development and how you can apply your new insights in daily practice.
4. Two months after the second block of the training, you have the opportunity for an individual conversation with one of the trainers to reflect on the past period.

## Finally...

As trainers, we only stop when you are 100% satisfied with what you have achieved and have received answers to your questions. Sometimes, this leads to a conversation after the training, occasionally to a follow-up discussion sometime later. You are always welcome at our office for this.

### Costs and registration

The 'Mastering the Art of Negotiation' training costs €3,055, including all training materials and the book 'Mastering the Art of Negotiation', excluding VAT and hotel arrangements.

Because the learning process of this training continues into the evening, overnight stays in a hotel are part of the program. Two 2-day arrangements cost approximately €743.50.

This training takes place several times a year. The precise dates can be found on the website. We also offer in-company training upon request.

Is this training right for you? Register now using the button below:

[Register](#)

### Questions or more information?

Are you curious about this training or do you want more details? Feel free to contact us via [fpnp@fpnp.nl](mailto:fpnp@fpnp.nl) or call +31 (0)344 714 381.

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# PROGRAM 4 DAY TRAINING

## DAY 1/2

9.00 – 19.00

### Morning

- Reception and Introduction
- Survey of Questions, Dilemmas, and Learning Objectives
- Case Exercise: Role-Playing & Analysis
- Principles for a Good Deal
- Lunch

### Afternoon

- Introduction to the Harvard Methodology
- Managing Emotions During Negotiation
- Case Exercise: Role-Playing & Analysis
- Reflection and Refining Learning Objectives
- Journaling

### Evening

- Time for Sports and Relaxation
- 8:00 PM: Dinner

## DAY 2/2

9.00 – 17.00

### Morning

- Review of the First Day
- Attitude: 7 Dilemmas
- Discussion of Your Preferred Negotiation Style based on a Test
- Structuring and Phrasing of Negotiations
- Case Exercise: Role-Playing & Analysis
- Lunch

### Afternoon

- Physical Anchoring of Your Negotiation Style. How do I get moving and influence others during negotiations?
- Aikido & Reflection
- Creating Your Own Action Plan for the Coming Period
- Journaling
- Group Photo

## DAY 3/4

9.00 – 19:00

### Morning

- Reflection on the First Block
- Develop a Personal Case Based on Your Practical Experiences.
- Lunch

### Afternoon

- Negotiation and Creativity: Getting More Out of It Than You Initially Thought
- Practice with an Actor to Strengthen and Assess Your New Behavior
- Journaling
- Reviewing Your Own Questions, Learning Needs, and Goals

### Evening

- 8:00 PM: Dinner

## Day 4/4

9.00 – 17.00

### Morning

- Moment of Reflection
- Inventory and Final Deep Dive into Outstanding Learning Objectives
- Individual Coaching
- Lunch

### Afternoon

- Connecting New Insights to Your Practice
- Translation to the Future
- Ensuring Personal Development
- A Film Clip for Deepened Insights and Inspiration
- Personal Action Plan
- Conclusion at 5:00 PM

## Lifelong Learning Event

Annually, we organize an inspiring event for all participants of our trainings to keep your development in motion. With guest speakers, we reflect on innovations in the field of the brain, technology, and culture. We conclude this afternoon with a drink. This event will be in Dutch.

# FP&P

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Route in Google Maps  
Je kan parkeren achter ons kantoor.

### Steengoed jezelf zijn

Wil jij steengoed jezelf zijn? Steengoed in wat je voelt, denkt en doet. Dichtbij jezelf! Wil jij weten waar het stroomt en waar het schuurt? Zodat je de juiste weg kiest die je dichterbij je doelen brengt.

Wij volgen geen standaardroutes maar creëren samen een nieuwe weg. Een weg waar jouw wensen en verlangens de ruimte krijgen zodat je doelbewust verder kunt. Mooie doelen bereik je niet zomaar, daar is lef en liefde voor nodig.

### Onze missie

Wij willen graag een steentje bijdragen aan een betere wereld. Dat doen we door jou en jouw team in beweging te brengen.