



Leading Academic

Jouw groei is onze missie



Workshop

Negotiation

improve your skills to match your worth

Would you:

Would you like to improve your negotiation skills? Do you feel undervalued in terms of payment or working conditions? Do you consider yourself to be a nice person?

Then this one day workshop is designed for you!

Negotiation is an every day activity, both in your private and professional lives. Negotiation is needed to get what you feel you deserve and to advance in your career. And yet you may dislike to negotiate for a number of reasons:

- You were taught that asking what you need is inappropriate
- You're not familiar with the dynamics of negotiations
- You have had some bad experiences negotiating
- You consider good negotiators to be foul players

During this workshop you get to understand the dynamics of several types of negotiation: bargaining at a souvenir stand is different from negotiating your position with your boss. You'll gain insight in the pressure tactics, so called 'moves', and will learn how to withstand these.

After this workshop:

You'll feel more confident to prepare and start a negotiation and see more positive outcomes. You are able to recognize negotiation moves and are able to stay true to your values.

The workshop is a mix of theory, practice, video fragments and exchange of experiences. We draw on *Everyday Negotiation* by Deborah M. Kolb and Judith Williams.

Practical information

The Negotiation workshop is facilitated by [Heleen Brinkman](#). Heleen manages to create a safe space to share and practice tools that are immediately applicable in both your professional and private lives.

The **fee** for participating in this workshop is €397 (VAT-exempt).

If you are enrolled in the **Coach Program**, the costs are: **1 credit** for participating in your first workshop and 3 credits for participating in a subsequent workshop.

The workshop will be held in **Utrecht, Boterstraat 24 (10 minutes walk from CS)**. You're welcome between 9.15 and 9.30 AM. We start at 09.30 AM and will finish by 5:00 PM at the latest.

You'll find the upcoming dates of this workshop on the [Leading Academic website](#).

Register is easy

Either click the button below or send an email to contact@leadingacademic.nl.

You will receive a brief registration form in your mailbox.

▶ register

Leading Academic stands for:

- ▶ Profound Interest
- ▶ Respectful Confrontation
- ▶ Future oriented

We accept you as you are with your own unique (life) experience and background. We don't impose concepts of you. We believe that reflection and sincere respectful confrontation create change. We are convinced that balance and vitality are restored when your work and life are aligned to your true values, enabling you to make conscious choices.

In addition to this workshop, we also provide in English & Dutch:

- ▶ [Incompany & Advice](#)
- ▶ [Personal development programs](#)
- ▶ [Workshops with an other theme](#)
- ▶ [Coaching](#)



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