

RATIONAL GAMES



NEGOTIATING PLAYFULLY TO A WIN-WIN RESULT

In this highly interactive seminar, we will learn to unlock the power of games and play to better deal with conflict in general but also attain better negotiation results. Our method is based on the Harvard approach and is all about empathy, understanding interests and creating value. But it is also quite strategic, as we will focus especially on systematic, strategic preparation to enable that creative process.

No prerequisites, just a curiosity about negotiation, human behavior and how that can be fun.

OUR TRAINERS INCLUDE:

- Dr. Mark Young, Trade Negotiator and Advisor in Diplomatic and Political Negotiations.
- Felix Miller, Serial entrepreneur with a focus on Startups and their particular negotiation requirements.
- Joana Matos, Harvard-Trained professional specializing in emotional intelligence, gender in negotiation and conflict management.

