

# The Negotiation Excellence Program Level II: Shaping Process

Wednesday, 5 February 2020, 9:00–17:30

A'DAM Toren, Amsterdam



## Workshop hosted by

René A. Pfromm, pfromm negotiations, Berlin/Bonn

Joep Wolfhagen, Amsterdam

Quirijn van Veen, Amsterdam

## Are you always shaping the process in your favor?



Increase your negotiation process design capacity in this full-day exclusive workshop by pfromm negotiations.

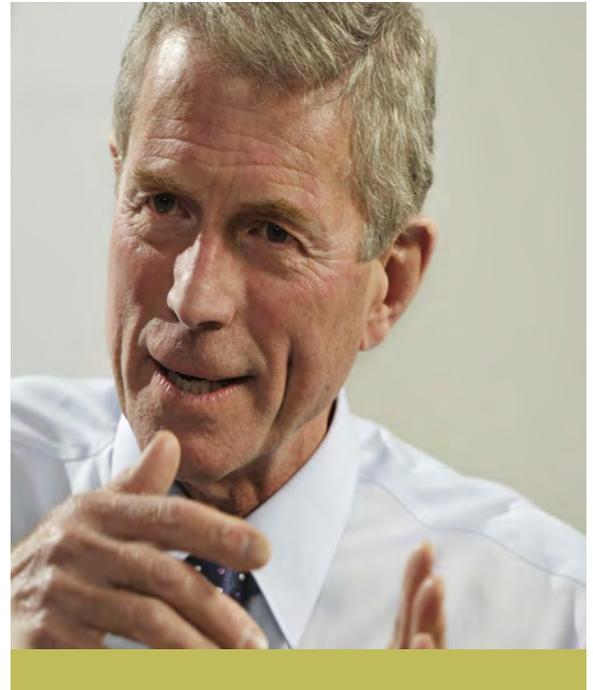
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Building upon and expanding the lessons from Level I, this workshop raises the bar and prepares you for negotiations in dynamic and competitive settings. In today's business world, fast moving environments, decentralised negotiations via phone and e-mail, and team negotiations with various experts are the new norm. For individual negotiators, this requires an additional skillset and stronger focus on negotiation process design.

To equip you with the skills and tools required, this module focuses on how to master complex, dynamic and competitive negotiations. We will provide you with hands-on strategies and tactics for team negotiations, protect you against common pitfalls in phone and e-mail negotiations, and strengthen your skills in negotiation process design and mastering critical moments. Two simulations and more room for individual participant cases ensure that you can apply our recommendations on the spot and learn together with as well as from other participants.

Change the game and shape your negotiation processes strategically and systematically: develop strategic roadmaps; manage complexity, competition and dynamics; master critical moments; excel in team negotiations; avoid common pitfalls of phone and e-mail negotiations; and fully realise your personal negotiation potential.

Join our full-day workshop and continue your journey as part of our community of strategic negotiators. Polish your negotiation personality and broaden your skillset and toolbox with our practical tips, tested strategies and tactics, and individual feedback on your personal negotiation style. Ensure a level playing field at the negotiation table, in calls and e-mails, shape the negotiation process, and achieve better outcomes.



### In a nutshell

#### What?

A full-day workshop including several lectures and hands-on simulations on mastering complex, dynamic and competitive negotiations.

#### For whom?

Alumni of The Negotiation Excellence Program Level I. Highly experienced negotiators who have not attended Level I, may reach out individually. The workshop will be taught in English.

#### When and where?

Wednesday, 5 February 2020

9:00–17:30

The Press Room @ A'DAM Toren

Overhoeksplein 1

1031 KS Amsterdam

# The Negotiation Excellence Program

Each part of this program (survey, workshop, negotiation simulation & feedback) aims at one goal: to achieve better outcomes in less time.



## Our method for your success

The Negotiation Excellence Program is a three-level negotiation workshop series custom-built for the needs of today's professionals. We know from years of experience in professional skills development what matters most, but also that learning styles are different, and that working on individual challenges & cases has the biggest impact. Therefore, we tailor our workshops to our participants, focus on what is on your mind, and put emphasis on an interactive workshop design for feedback and a joint learning experience.

### Level I: Optimizing results

Reveal the full negotiation potential in every negotiation. Turn unnecessary compromises into favorable outcomes. Create value where otherwise it would be overlooked by both negotiation parties. Claim more value for your company and yourself.

### Level II: Shaping process

Accelerate your negotiations through strategic process design. Master dynamic & competitive situations, excel in team negotiations, and shine in critical moments. Avoid phone & e-mail pitfalls. Discuss individual challenges with your peers.

### Level III: Refining impact

Use psychological moves and influencing tactics effectively. Overcome deadlock and lead your opponents to an agreement. Turn arguably hopeless situations into the foundation of a prosperous relationship. Avoid costly re-negotiations and additional cost.



## Times & topics

8:45–9:00	Registration	13:00–13:30	Mastering team negotiations
9:00–9:30	Welcome & setting the scene	13:30–15:30	Negotiation simulation II & debrief
9:30–10:00	Managing critical moments	15:30–16:00	Avoiding phone & e-mail pitfalls
10:00–10:30	Shaping negotiation processes	16:00–16:45	Individual cases & challenges
10:30–10:45	Coffee break	16:45–17:00	Personal action plans
10:45–12:00	Negotiation simulation I & debrief	17:00–17:30	Q&A, next steps
12:00–13:00	Lunch	17:30–19:00	Mix & mingle over drinks

## Global perspective



**Dr. René A. Pfromm**  
pfromm negotiations, Berlin/Bonn

René is one of the very few speakers on negotiation who combines broad practical experience, a profound knowledge of the theoretical foundations acquired at the world's leading academic institutions as well as the experience and tested skills to add value through consulting services and skills development workshops.

As a lawyer with Freshfields Bruckhaus Deringer LLP, René negotiated with clients, counsel and regulators – repeatedly in the context of high-stake, complex, time-sensitive environments and crisis situations. During his client secondment René was part of the legal inhouse team (group management level) of one of the world's largest energy companies. During his many years of work experience in Greater China, René effectively maneuvered through high-stakes intercultural negotiations in corporate transactions, internal investigations and regulatory proceedings. Hence, clients can count on him even in their toughest negotiations.

René is a graduate of Harvard Law School (LL.M.), King's College London (M.A. econ.) and the University of Bonn (Dr. iur.). He is an alumnus of the Oxford Programme on Negotiation at Oxford University's Saïd Business School, the Executive Negotiation Workshop at the University of Pennsylvania's Wharton Business School, and other leading executive education programs.

## Local expertise



**Joep Wolfhagen**

Joep is a dispute resolution lawyer and represents clients in arbitration and in litigation before the national and European courts. For the last five years Joep worked at Freshfields Bruckhaus Deringer in Amsterdam, Brussels and Paris. Before joining Freshfields, he worked as a trainee at the European Commission. Joep is the co-founder of and has been teaching a presentation and negotiation skills course. Joep is a graduate of the University of Amsterdam and has also studied at New York University and the University of Virginia.



**Quirijn van Veen**

Quirijn worked as a M&A lawyer at Freshfields Bruckhaus Deringer and co-founded the music events company 'Je Veux Flaner'. As a lawyer, he represented national and international clients in corporate matters and commercial negotiations. Quirijn studied the art of negotiating at the London School of Economics. In 2014 he co-founded a negotiation program. Since then he has taught the principles of negotiating to a wide range of students and young professionals.

## What others say about the workshop

“Fantastic content and great mix of people!”

Danique Captein  
Teamleader Sales, BinckBank N.V.

“I will definitely recommend this program to colleagues & friends!”

Philip Bos  
Healthcare Procurement, Achmea

“Strategically sharp, extremely valuable and highly entertaining.”

Willem Smelt  
Attorney, Allen & Overy LLP

“It was such an inspiring day!”

Danique Wiltink  
Co-Founder, Nimbles B.V.

# Refining negotiation outcomes.

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## ABOUT PFROMM NEGOTIATIONS

We are an exclusive boutique consulting firm specialised in strategic negotiation consulting, skills development and conflict resolution. Years of experience make us your trusted partner of choice for challenging negotiations and intercultural disputes. Our clients consist of partners and associates of leading domestic and global law firms as well as executives and managers of leading international companies.

## Register

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The workshop fee is € 730,00 plus VAT and includes online pre-survey, session materials, licensing fees for case studies & simulations, certificate of attendance, lunch & beverages. For start-ups, we offer a reduced fee of € 590,00 plus VAT.

Please register online at [thenegotiationprogram.com](http://thenegotiationprogram.com).

Seats are limited to 22 participants.

## Venue

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The Pressroom @ A'DAM Toren  
9:00-17:30  
Overhoeksplein 1  
1031 KS Amsterdam

## Further info

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[thenegotiationprogram.com](http://thenegotiationprogram.com)  
[hello@thenegotiationprogram.com](mailto:hello@thenegotiationprogram.com)