

1.1 FACTSHEET NEGOTIATION CHALLENGE

Educational aims: to develop 21st century skills using challenge-based learning: become a more effective and reflective negotiator in a cross-cultural context.

Educational form: international digital challenge game, learning by doing, interactive lecture.

Why participate?

- **Understand the processes of negotiation.** Learn to understand and improve your role in effective negotiations. Become aware of your own personal negotiation style and the styles of your counterparts in a challenging, action-oriented, international environment. Understand what happened and predict what is likely to happen next. Understand the differences between distributive and integrative negotiations.
- **Develop your negotiation skills.** Acquire hands-on practice. Develop a situational approach for maximizing value and minimizing risk and resistance in your negotiation. Acquire new tools, change your behavior and develop a new mindset.

Who participate? Business, technical, and design students from universities of various countries.

Activities:

- personal negotiation values and preferences;
- exercise distributive and integrative negotiations;
- reflect upon your negotiation performance;
- interactive lecture: how to become more effective in international negotiations.

Duration: 2 hours

Number of students: max. 24x per workshop (= 8 teams of 3 people).

Language: English

Practicalities. The event is free of charge. Participant will obtain a certificate of participation afterwards. We use Zoom. Participants should have enough bandwidth connection: a working camera and microphone are essential for participating actively in the brainstorming. We create a virtual community and a way to communicate with team chats or personal messages via social media and interactive tools.

Experts involved: dr. F.G. Stel and R.A. de Jong MBA

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