

## Kite-mentoring training

### The Secrets of Negotiation

**Date:** Wednesday 05.02.2025 (9:00 – 17:00)

**Location:** Faculty of Engineering, Univ. Freiburg, Georges-Köhler-Allee, building 080 - seminar room

**Invited trainer:** Dr. Lukas Bischof (Freiburg) - <https://www.lukasbischof.eu>

**Registration:** <https://terminplaner6.dfn.de/p/4bbbab9520e890279c248355d7458f19-1009492>

Negotiation is one of the key skills for interpersonal and professional success. In this workshop, we will explore the secrets of negotiation. We will cover essential negotiation skills, including preparation, communication, active listening, and creative problem-solving. We will also delve into the nuances of gender and negotiation, including gender biases, managing emotional reactions, and dealing with power imbalances.

Through interactive exercises, case studies, and role-playing, you will gain a powerful framework as well as lots of practical skills and tools to hone your negotiation abilities.

After the workshop, you will be better able to articulate your values, assert your interests, and build mutually beneficial relationships in your personal and professional lives. Whether you are negotiating for a new job, a promotion, a raise, or navigating personal relationships, this workshop will provide you with the tools and insights to achieve your goals.

#### Workshop Objectives:

- Understand the essential negotiation skills and strategies
- Develop a greater awareness of gender and negotiation dynamics
- Learn how to navigate power imbalances and overcome gender bias
- Build confidence in negotiation and assert your interests effectively
- Cultivate creative problem-solving and build mutually beneficial relationships

## Workshop Contents:

- Introduction to negotiation: Definition of negotiation, different types of negotiation, and the importance of negotiation skills.
- Understanding your goals and interests: Identifying and prioritizing your objectives and interests in negotiation, and how to align them with the other party's interests.
- Preparing for negotiation: Gathering information, analyzing the situation, and developing a negotiation strategy.
- Communication skills in negotiation: How to effectively communicate your message, active listening, and building rapport with the other party.
- Power dynamics in negotiation: Understanding power imbalances, and how to negotiate when there is a significant power differential.
- Creative problem-solving: Techniques for finding mutually beneficial solutions and expanding the negotiation pie.
- Negotiating in different contexts: Applying negotiation skills in different situations, such as negotiating a raise, negotiating a contract, or negotiating with family members.
- Building long-term relationships: How to build trust and establish long-term relationships with the other party.
- Practice negotiation scenarios: Interactive exercises and role-playing to practice negotiation skills in a safe and supportive environment.
- Action plan: Developing an action plan to apply the skills learned in the workshop to real-life negotiation situations.

The specific contents may vary depending on the length and format of the workshop, as well as the needs and goals of the participants.