



## **NEGOTIATION FESTIVAL PROGRAM (traditional):**

### **5 November: Start**

- Before 19.00 Arrival at Enschede, hotel and check-in  
19.00 Dinner in Enschede, start of the program

### **6 November – Negotiation Festival**

- 8.45 Minibus pick up from hotel. Transport to company  
9.00 -10.00 Welcome, key note speaker: Negotiation strategy & performance, Q&A.  
10.00 –12.00 Company negotiation cases  
12.00 – 13.00 Lunch  
13.00 – 13.10 Transfer to University Campus  
13.10 – 15.30 UT negotiation serious game: “The alliance game”  
(Partnering strategy, speed dating, alliance scans, pitching, selection)  
15.30 – 15.45 Short break (coffee/tea/water/snacks)  
15.45 – 17.00 Negotiations & sustainability – discussion of business experiences  
17.00 Transport to hotel  
17.30 Drink & snacks; Networking Dinner in Enschede

### **7t November – Negotiation Festival**

- 9.30 Minibus pick up from hotel. Transport to ECOR.  
10.00 – 12.00 Improving your individual and team negotiation performance  
(impact of negotiators and counterparts on negotiation outcome)  
12.00 – 13.00 lunch  
13.00 – 15.00 UT serious gaming: 2x distributive & 2x integrative negotiation games  
15.00 – 15.15 Short break (coffee/tea/water/snacks)  
15.15 – 15.45 Final evaluation & closing remarks – Q&A  
16.00 Minibus to railway station. Train to Amsterdam Schiphol airport (flexible)





## **Program details ONLINE version:**

### **6 November – Negotiation Festival**

- 9.30 -10.00 Introduction: technicalities and overview of the program
- 10.00 –11.00 Negotiation strategy & performance: Company negotiation cases, Q&A (I)
- 11.00 – 11.15 Coffee Break.
- 11.15 –12.00 Negotiation strategy & performance: Company negotiation cases, Q&A (II)
- 13.0 – 13.00 Lunch
- 13.00 – 15.30 UT negotiation serious game: “alliance game” (in teams via break-out rooms)  
(Partnering strategy, speed dating, alliance scans, pitching, selection)
- 15.30 – End of program

### **7 November – Negotiation Festival**

- 10.00 – 12.00 Improving your individual and team negotiation performance  
(impact of negotiators and counterparts on negotiation outcome)
- 12.00 – 13.00 lunch
- 13.00 – 15.00 UT serious gaming: 2x distributive & 2x integrative negotiation games
- 15.00 – 15.15 Closing remarks – Q&A



