



Do you want to be  
kept informed?

[utwente.nl/en/honours  
/master/maillinglist/](https://utwente.nl/en/honours/master/maillinglist/)

# UNIVERSITY OF TWENTE.

## GREAT NEGOTIATORS

TRACK INFO SESSION | 8 OCTOBER | GREAT NEGOTIATORS COORDINATORS

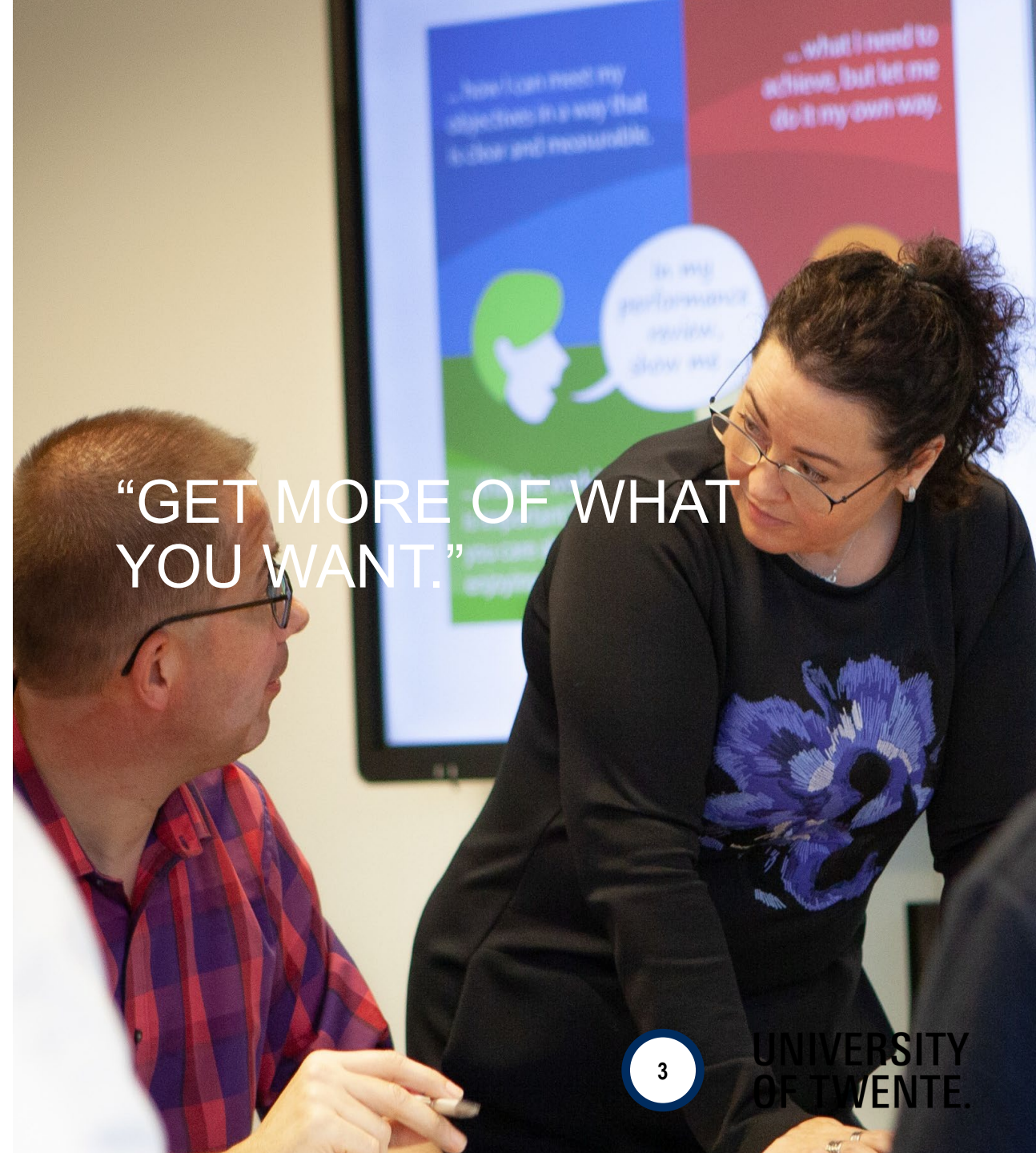
[UTWENTE.NL/HONOURS](https://UTWENTE.NL/HONOURS)



# AGENDA FOR **TODAY**

- NEGOTIATIONS: ESSENTIAL FOR EVERYONE
- PROGRAMME STRUCTURE
- APPLICATION PROCESS
- BEYOND THE PROGRAMME

# NEGOTIATIONS ARE ESSENTIAL FOR **EVERYONE**



"GET MORE OF WHAT  
YOU WANT."

# FOR WHOM?

The Great Negotiators track is an UT-wide Honours programme, complementary to every study.

Table 1. Study diversity in the programme since 2020

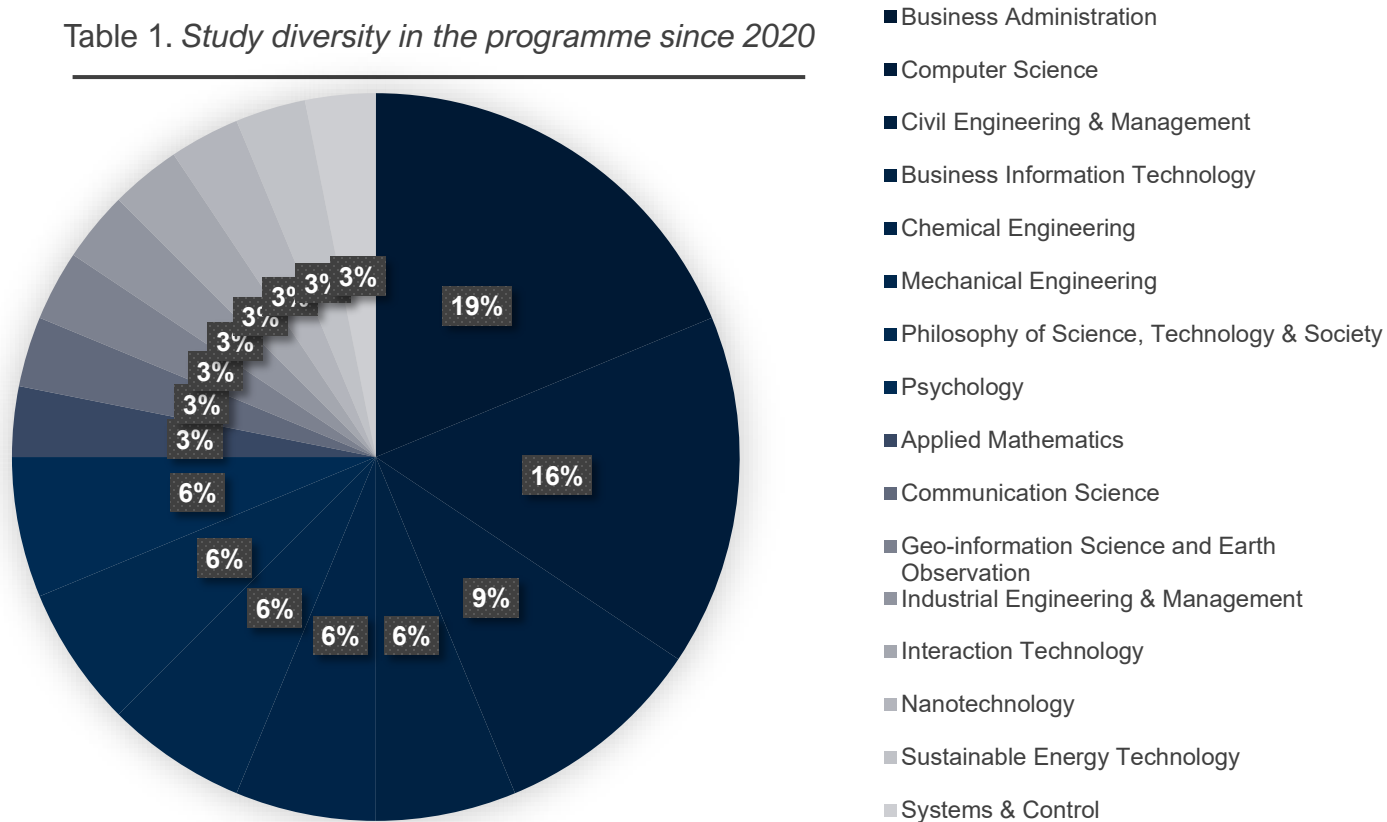
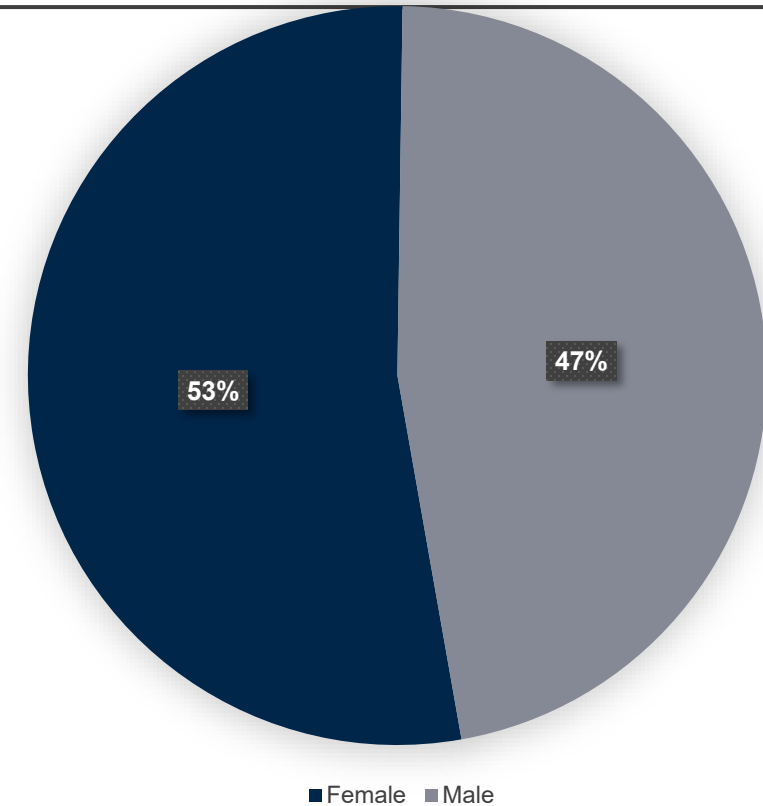


Table 2. Gender diversity in the programme (since 2020)





# PROGRAMME STRUCTURE

Great Negotiators aims to provide a range of fundamental to deeply advanced negotiation skills and theory.

	CONTENT	RATIONALE	EXAMINATION
<b>Q2: NEGOTIATION INTRODUCTION</b>	<b>Society</b> <ul style="list-style-type: none"> <li>▪ Negotiations in modern-day society</li> <li>▪ Basic negotiation concepts</li> <li>▪ Preparation</li> <li>▪ Preparing before negotiation</li> </ul>	<b>Strategy</b> <ul style="list-style-type: none"> <li>▪ Decision making.</li> <li>▪ Detecting and dealing with lies and deceptive behaviour</li> <li>▪ Offers and counteroffers</li> <li>▪ Package deals</li> <li>▪ Building lasting (business) relationships</li> </ul>	<b>Reflection &amp; Personal Growth</b> <ul style="list-style-type: none"> <li>▪ Personal Negotiation Portfolio</li> <li>▪ Video Observations</li> <li>▪ Coaching</li> </ul>
<b>Q3: ADVANCED NEGOTIATIONS</b>	<b>Contracts</b> <ul style="list-style-type: none"> <li>▪ Pre-and Post-settlement</li> <li>▪ Pareto efficiency</li> <li>▪ Contingency contracts</li> </ul>	<b>Behaviour and Relationships</b> <ul style="list-style-type: none"> <li>▪ Conflict management</li> <li>▪ Using non-violent communication</li> <li>▪ Understand and using emotions</li> <li>▪ Biases and persuasion strategies.</li> <li>▪ Trust in negotiation</li> </ul>	<b>Reflection &amp; Personal Growth</b> <ul style="list-style-type: none"> <li>▪ Personal Negotiation Portfolio</li> <li>▪ Video Observations</li> <li>▪ Coaching</li> </ul>
<b>Q4: NEGOTIATION EXCELLENCE</b>	<b>Complex Negotiations</b> <ul style="list-style-type: none"> <li>▪ Diplomatic negotiations</li> <li>▪ Contract negotiations</li> <li>▪ Mergers and acquisitions</li> </ul>	<b>Complex Skills</b> <ul style="list-style-type: none"> <li>▪ Negotiation processes best practices</li> <li>▪ Negotiation strategies in society at large</li> <li>▪ Decision-making</li> <li>▪ Mindfulness in negotiations</li> <li>▪ Cross-cultural skills</li> </ul>	<b>Conclusion</b> <ul style="list-style-type: none"> <li>▪ Society-based Graduation Project</li> <li>▪ Final Reflective Paper</li> <li>▪ Presentation</li> </ul>

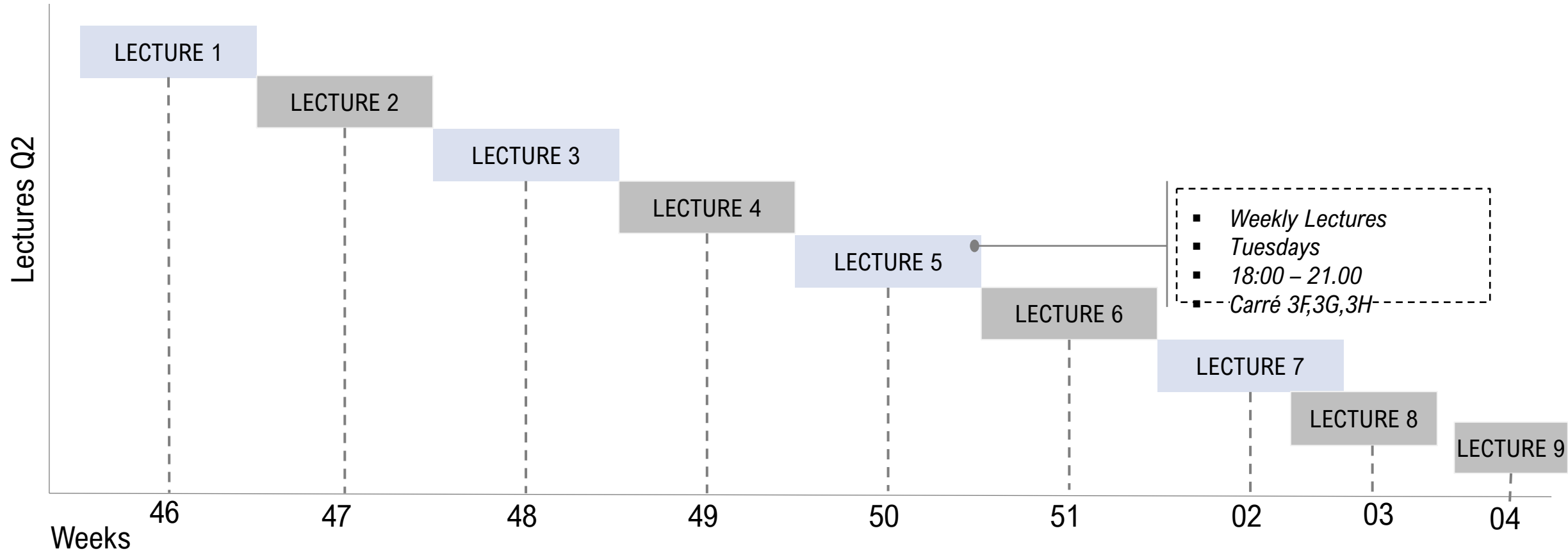
“ If there is one skill that profoundly shaped my life, negotiation stands out. The Great Negotiators Programme taught me how to create mutually beneficial outcomes that exceed initial boundaries while enhancing relationships. It transformed my preparation, listening and communication. The opportunity to participate in an international negotiation competition has provided me with invaluable experience and network. I am very thankful to our professors' dedication to our growth, and being on this journey together with an enriching cohort. ”



**Mandra Bensmann**  
**(Industrial Design**  
**Engineering) -**  
**ALUMNA GREAT**  
**NEGOTIATORS '23**

# PROGRAMME STRUCTURE

This intensive programme will allow you to make leaps in theoretical understanding and tacits skills.







**Javier (Computer  
Science) –  
ALUMNUS GREAT  
NEGOTIATORS '23**

“ I once knew nothing about negotiation, but thanks to The Great Negotiators Programme, I've learned to listen actively, communicate clearly, strategize effectively, prioritize efficiently, and reflect thoroughly. It enriched my understanding of the world around me. The multidisciplinary learning opportunity with other students of different backgrounds enhanced me with new perspectives and approaches. Participation in a globally renowned negotiation competition is the icing on the cake, leaving me with an invaluable memory and a network of negotiation enthusiasts.”



# APPLICATION PROCEDURE

We assess your competence level at this moment, and taylor the programme to your needs.

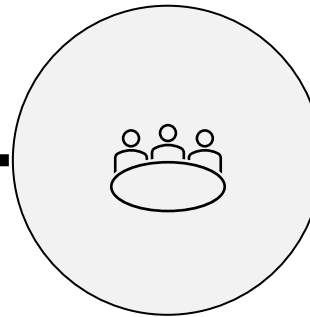
DEADLINE:  
20 OCTOBER  
2024 - 23:59



## APPLY NOW!

- ✓ Motivation letter
- ✓ Curriculum Vitae
- ✓ Grades list<sup>1</sup>

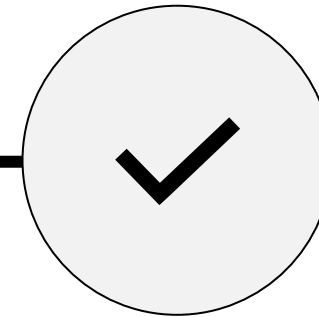
**TILL 20 OCTOBER**



## SELECTION INTERVIEWS

Getting to know you!

**23-25 OCTOBER**



## BEGINNING OF THE TRACK

**12 NOVEMBER**

1. We aim to select the top 10% students for every cohort, but *everything is negotiable*.



**LEA F. (MSC PSY)**

**ALUMNUS GREAT  
NEGOTIATORS '20**

“

*The programme offers the perfect combination of acquiring the theoretical foundations of negotiations including insights into the latest academic literature as well as practising these foundations in international and multi-disciplinary contexts (...) allowing you to negotiate with everyone and in every context effectively.*”

# BEYOND THE PROGRAMME

A variety negotiation activities to be a part of at the University of Twente.



## GROWING UT NEGOTIATION COMMUNITY

- ✓ *BSc. - MSc. – PhD*
- ✓ *Salary Negotiation Consulting<sup>1</sup>*



## ON CAMPUS STUDENT ASSOCIATIONS:

- ✓ *Negotiation Project Twente<sup>2</sup>*
- ✓ *Dutch Negotiation Network<sup>3</sup>*



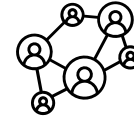
## MULTIPLE (INTER)NATIONAL NEGOTIATION COMPETITIONS



## INTERNATIONAL EXCHANGE NEGOTIATION PROJECTS



HÁSKÓLINN Í REYKJAVÍK  
REYKJAVÍK UNIVERSITY



## ALUMNI NETWORK

- ✓ *SME's*
- ✓ *NGO's*
- ✓ *Corporate*
- ✓ *Public*

1. <https://www.utwente.nl/en/ces/career-services/student/>

2. <https://www.negotiationproject.utwente.nl/>

3. <https://www.dutchnegotiationnetwork.nl/>



# CONTACT

Feel free to reach if you have any further questions.



**Dr. H. Kizgin (Hatice)**

Coordinator Master Honours Great Negotiators  
h.kizgin@utwente.nl



**Prof. Dr. E. Giebels (Ellen)**

Coordinator Master Honours Great Negotiators  
e.giebels@utwente.nl

# MASTERS HONOURS PROGRAMME GREAT NEGOTIATORS.



UNIVERSITY  
OF TWENTE.

# IMPORTANT DATES GREAT NEGOTIATORS

DATE	EVENT	LOCATION
08 October	Great Negotiators info lunch session	TL 1336
20 October	<b>Application deadline</b> Great Negotiators	-
23-25 October	Selection interviews	Sent through email
30 October	Final confirmation of participation sent to applicants	-
12 November	<b>First class of Great Negotiators</b>	Carré



Do you want to be  
kept informed?

[utwente.nl/en/honours  
/master/maillinglist/](https://utwente.nl/en/honours/master/maillinglist/)