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

# UNIVERSITY OF TWENTE.

## MASTER HONOURS PROGRAMME

GENERAL INFO LUNCH | 24 SEPTEMBER 2024 | HONOURS OFFICE

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

# PROGRAMME



**WHAT IS  
HONOURS?**



**CHANGE  
LEADERS**



**GREAT  
NEGOTIATORS**



**4TU.  
RESPONSIBLE  
SUSTAINABILITY  
CHALLENGE**



**RESEARCH  
HONOURS**



**IMPORTANT  
DATES AND Q&A**



**UNIVERSITY  
OF TWENTE.**



# MASTER HONOURS PROGRAMME



**Extracurricular**  
programme of 15 EC in  
2 or 3 quartiles.



**Broaden and deepen**  
knowledge, skills,  
attitude, cooperations  
and views.



**Personal development**  
and intense **interactions**  
in a **multidisciplinary**  
setting.



**Honours Community**  
of students, teachers,  
researchers, field-  
experts, H.V. Ockham...

**UNIVERSITY  
OF TWENTE.**

# 1. CHANGE LEADERS



**Dr. Desirée van Dun**  
[d.h.vandun@utwente.nl](mailto:d.h.vandun@utwente.nl)

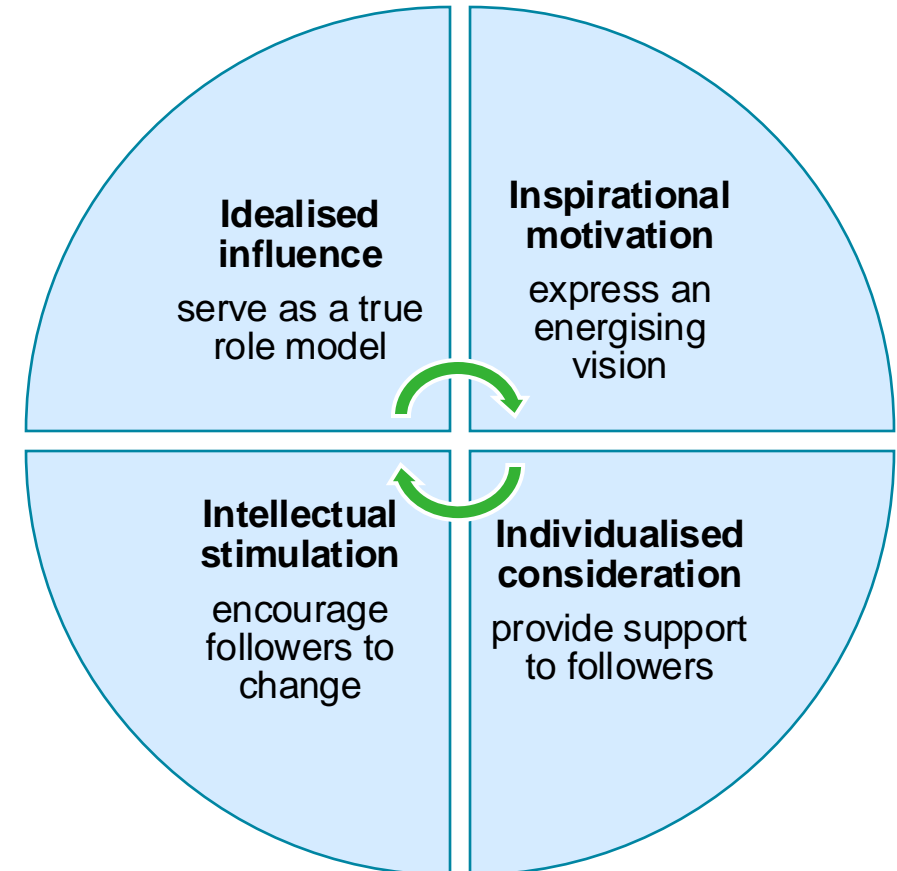


**Dr. Lara Carminati**  
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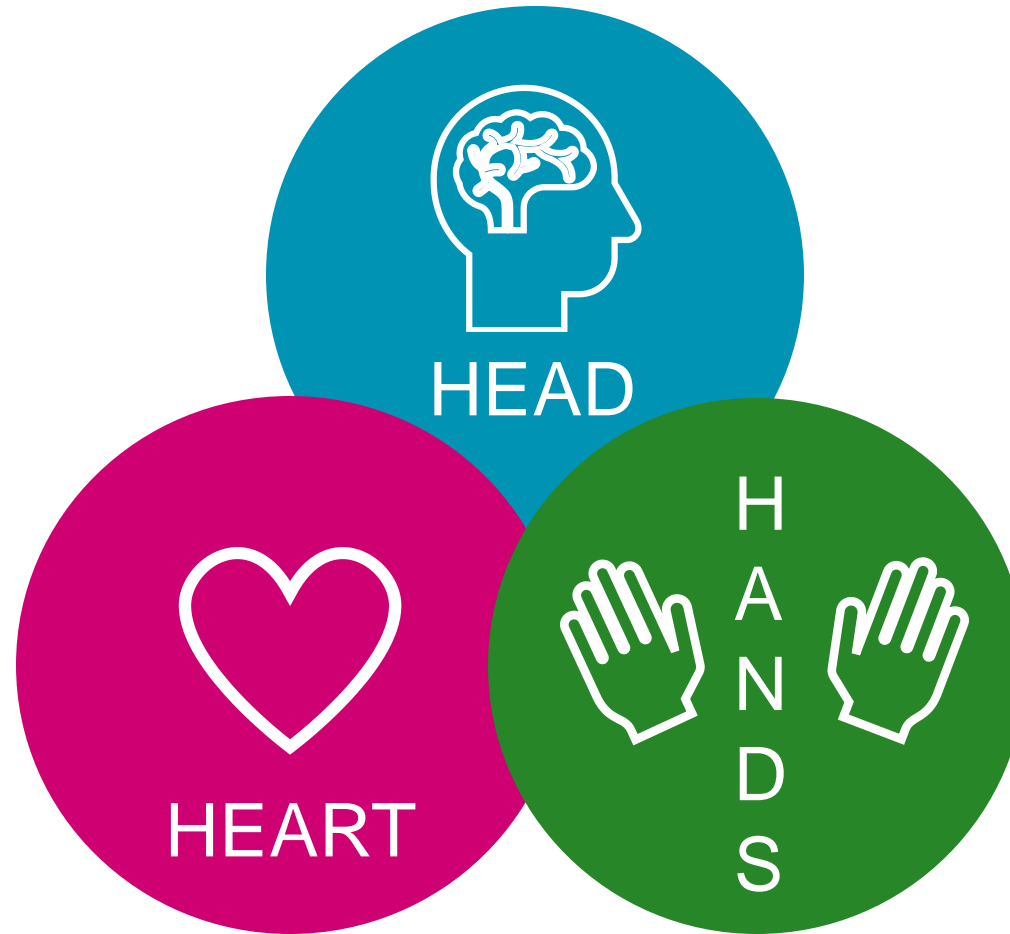


**Dr. Pauline Weritz**  
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# THE CL PROGRAMME DEVELOPS WHAT IS IN YOUR POWER TO LEAD CHANGE WELL



# DEVELOP KNOWLEDGE OF, SKILLS FOR, AND EXPERIENCE IN CREATING POSITIVE CHANGE



# THE THREE CHANGE LEADERS COURSES

	Q2: Cognitive 	Q3: Experiential skills 	Q4: Project execution & coaching 
<b>Tasks</b>	<ul style="list-style-type: none"> <li>- Read assigned literature</li> <li>- Write individual 'preview' preparation of class</li> </ul>	<ul style="list-style-type: none"> <li>- Read about skills</li> <li>- Write individual goal statements</li> <li>- Develop own change project proposal</li> </ul>	<ul style="list-style-type: none"> <li>- Execute individual change project</li> <li>- Engage in individual coaching</li> </ul>
<b>Actions</b>	Tuesday lectures (18:30h), incl.: <ol style="list-style-type: none"> <li>1. Team Building</li> <li>2. Leadership &amp; Emotional Intelligence</li> <li>3. Change in Organisations</li> <li>4. Organisational Culture</li> <li>5. Digital Transformation</li> </ol>	Tuesday skills training (18:30h), incl.: <ol style="list-style-type: none"> <li>1. Teamwork</li> <li>2. Coaching &amp; consulting</li> <li>3. Cultural Diversity</li> <li>4. Appreciative Inquiry</li> <li>5. Insights Workshop (on a Saturday)</li> </ol>	<ul style="list-style-type: none"> <li>- Coaching (half hour per week)</li> <li>- Conscious personal learning during the project's stages</li> <li>- Mid-term presentations about your progress</li> </ul>
<b>Products</b>	<ul style="list-style-type: none"> <li>- Subgroups reflection on each lecture: 'reviews'</li> <li>- Academic group paper</li> </ul>	<ul style="list-style-type: none"> <li>- Subgroups reflection on each training: 'reviews'</li> <li>- Personal Development Plan</li> </ul>	<ul style="list-style-type: none"> <li>- Individual change project report</li> <li>- Collectively preparing cohort booklet + final seminar on 4<sup>th</sup> of July 2025</li> </ul>

# WHAT YOU WILL EXPERIENCE...

- Very **diverse** cohort in terms of gender, culture, and study background
- Becoming aware of your own personal preferences in collaboration through the **Insight Discovery** workshop
- Getting in touch with your **ambitions**, own **behaviours** and **emotions** through coaching
- Reflecting on the **past**, **present** and **future**
- Finalising your **own change project** and be the accelerator of positive change



# DEADLINE 27<sup>TH</sup> OF OCT 2024

Would you like to know more about **effectively leading change**?

1. **Application:** Submit your motivation letter, grade list, and CV by 27<sup>th</sup> of October
2. **Selection interviews:** Between 28 October and 1 November
3. **First lecture:** Tuesday 12 November, 18:30h

## More information:

Dr. Desirée van Dun

Dr. Lara Carminati

Dr. Pauline Weritz

[www.utwente.nl/en/honours/master/change-leaders/](http://www.utwente.nl/en/honours/master/change-leaders/)



# 1. CHANGE LEADERS



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## 2. GREAT NEGOTIATORS



**Dr. Hatice Kizgin**  
[h.kizgin@utwente.nl](mailto:h.kizgin@utwente.nl)



**Prof. Dr. Ellen Giebels**  
[e.giebels@utwente.nl](mailto:e.giebels@utwente.nl)

# NEGOTIATIONS ARE ESSENTIAL FOR **EVERYONE**

“GET MORE OF WHAT  
YOU WANT.”

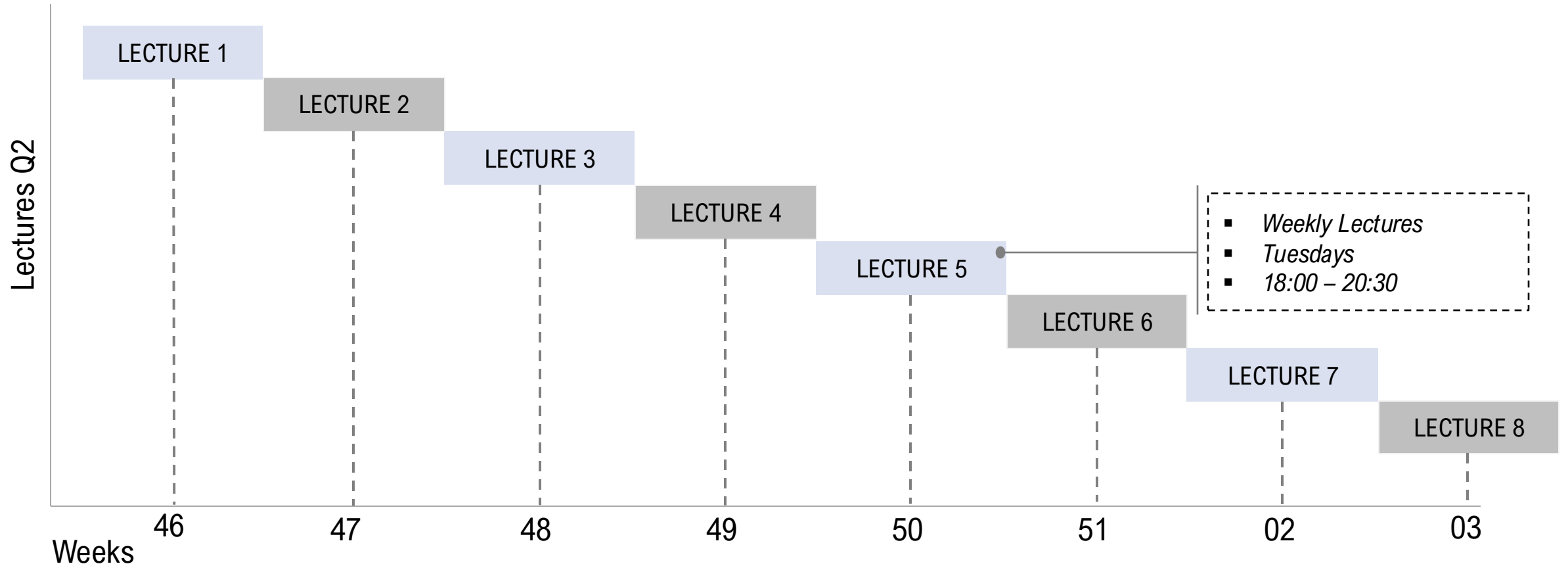
# PROGRAMME STRUCTURE

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>

# PROGRAMME STRUCTURE

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



# APPLICATION PROCEDURE

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

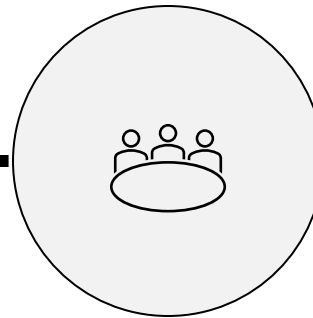
**DEADLINE:**  
**20 OCTOBER**  
**2024 - 23:59**



## APPLY NOW!

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

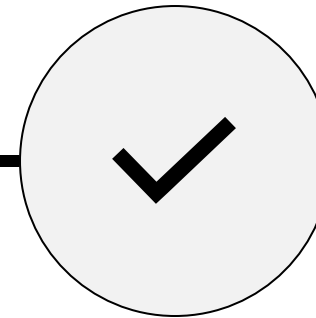
**TILL 20 OCTOBER**



## SELECTION INTERVIEWS

Getting to know you!

**23-25 OCTOBER**



## BEGINNING OF THE TRACK

**11 NOVEMBER**

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

# CONTACT

Feel free to reach out if you have any further questions.



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

Coordinator Master Honours Great Negotiators

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# MASTERS HONOURS PROGRAMME GREAT NEGOTIATORS.

## 2. GREAT NEGOTIATORS



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**Prof. Dr. Ellen Giebels**  
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# 3. 4TU.RESPONSIBLE SUSTAINABILITY CHALLENGE



**Prof. Dr. Mina Shahi**  
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**Dr. Maja Rücker**  
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[m.rucker@tue.nl](mailto:m.rucker@tue.nl)

# A COLLABORATIVE TRACK

- Initiative of 4TU.Centres of High-Tech Materials; Energy; Ethics & Technology
- Students from the universities of Delft, Eindhoven and Twente
- Combining groups of students, teachers and researchers
- Based in practice with real-world challenge from organisations

# 1 SKILLS MODULE, 2 PROJECT MODULES

- The first module teaches you about sustainability and perspective-taking:
  - Physical module at the UT
  - Learning through personal reading and group discussion
  - Additional skills lectures by other (Honours) teachers

# SUSTAINABILITY AS A CORE CHALLENGE

## THE CHALLENGE

- Module 3 and 4 of the year
- Groups of **4-6 students** mixed between universities and disciplines
- Challenges from **practice** – collaboration with organisations
- **Challenge-Based Learning:**  
‘engage’ – ‘investigate’ – ‘act’

## CHALLENGE-BASED LEARNING

- Becoming project owners of your own case
- Responsibility, freedom, guided processes
- Mock-up consultancy team interacting and networking with organisations
- Investigation aided and guided by experts

## WORKSHOPS

- Understanding your case
- Project & stakeholder management, academic skills, utilising multidisciplinary...
- Flexible learning path and expert network
- Practical, engaging and inspiring
- Visiting universities of **Twente, Delft** and **Eindhoven!**

# PRACTICAL DETAILS

## WE ARE LOOKING FOR STUDENTS

- Who liked hybrid learning and are interested in **sustainability and interdisciplinarity**
- Who want to experience working together with external **organisations** as well as **other universities**
- Who enjoy **freedom, responsibility** but also want a **structured routine** of workshops and coaching
- Selecting **10** ambitious and motivated **students** from Twente!

## INFO SESSION AND APPLICATION

- **15 OCT**: information session
- **20 OCT**: application deadline, followed by interviews
- **NOV**: opening at University of Twente

# 3. 4TU.RESPONSIBLE SUSTAINABILITY CHALLENGE



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## 4. RESEARCH HONOURS



**Dr. Anne Dijkstra**  
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**Prof. Dr. Barend van der Meulen**  
[b.j.r.vandermeulen@utwente.nl](mailto:b.j.r.vandermeulen@utwente.nl)

# WHAT IS THE PROGRAMME ABOUT?

- **What is it to becoming a researcher in current society?**
- **Individual** programme
- Intensive **coaching**
- Content – **15 ECTS**
  - Getting knowledge
  - Developing skills
  - Writing a research proposal

Would a  
career in  
**science** fit  
me?

What does  
the life of a  
**PhD student**  
look like?

Should I do a  
PhD?

# WHAT IS THE PROGRAMME ABOUT?

- **RESEARCH MANAGEMENT & ACADEMIC SKILLS (5 ECTS)**

- Starts with a Kick-off workshop (February 2025)
- Workshops, e.g. research management, creative thinking, science slam; personal pursuit, personal effectiveness

- **COMMUNICATION, INNOVATION AND SOCIETY (5 ECTS)**

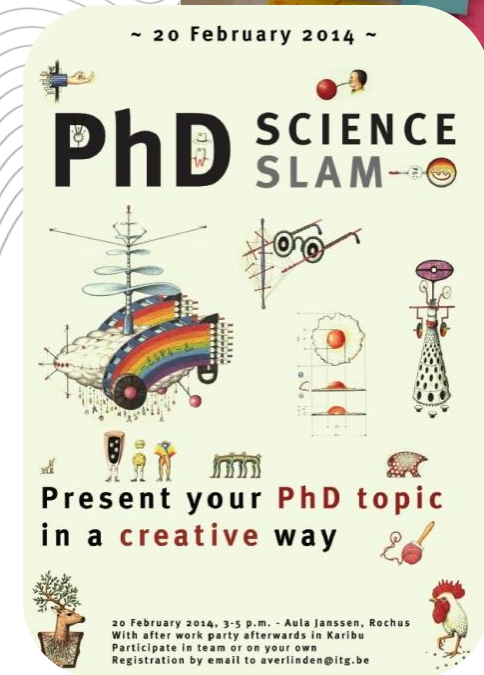
- February – April 2025
- Includes Scientific Integrity module

- **RESEARCH HONOURS TRAINING AND PROJECT (5 ECTS)**

- Scientific Research Writing training (from April 2025)
- Individual coaching
- Research article
- APOTHEOSIS: beginning July 2025

# FOR WHOM?

- **Motivated** UT master students
- Interested in becoming a **researcher** and getting to know the life of a **PhD candidate**
- For both **engineering** and **social sciences** students
- Willing to invest **15 ECTS extra**
- **Recommendation** from a supervisor needed



# SELECTION & ADMISSION

- CV
- Grades lists
- Motivation letter
- Letter of recommendation

**Deadline: 1<sup>st</sup> of December 2024**

- An interview!



# IMPORTANT DATES 2024-2025

- **04 NOVEMBER** Research Honours information lunch
- **01 DECEMBER** Deadline application via master Honours website
- **DECEMBER** Intake interviews (possible online)
- **BEGINNING JAN** Notification of (conditional) acceptance
- **FEBRUARY** Kick-off!
- **MARCH** Scientific integrity – online
- **FEB – APRIL** Science Communication classes
- **MARCH** Individual learning contracts
- **JULY** Apotheosis

## PhD

[pi:ertʃdi:] **noun**

an academic that has learned more and more about less and less until they know everything about nothing.

## 4. RESEARCH HONOURS



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[a.m.dijkstra@utwente.nl](mailto:a.m.dijkstra@utwente.nl)



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[b.j.r.vandermeulen@utwente.nl](mailto:b.j.r.vandermeulen@utwente.nl)

# IMPORTANT DATES AND Q&A

DATE	EVENT	LOCATION
02 October 12:45-13:30	Change Leaders info session	TL 1336
08 October 12:45-13:30	Great Negotiators info session	TL 1336
15 October 12:45-13:30	4TU.RSC info session	TL 1336
20 October	<b>Application deadline</b> Great Negotiators and 4TU.RSC	-
27 October	<b>Application deadline</b> Change Leaders	-
04 November 12:45-13:30	Research info lunch session	TL 1336
01 December	<b>Application deadline</b> Research Honours	-



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