

ADDITIONAL INFORMATION

Fees

The fee for each workshop is \$2,419 (plus GST) per person. When six or more people are enrolled from the same company (or a group of associated companies) the fee is \$2,193.50 (plus GST) per person. Participants who book for both part 1 and part 2 of the programme at the same time receive a 15% discount.

To enrol

Email Sharynn Johnson at sharynn.johnson@idconsulting.nz or phone 0204 432 667.

Send no money now

You will be invoiced upon confirmation of enrolment. Cancellations less than 14 calendar days prior to the start of the workshop will not be refunded. Substitutions may be made at any time. A maximum of 24 participants will be accepted.

Accommodation

Accommodation is available at the workshop venue at participant's cost—please book direct with venue.

Completion of Part One is a prerequisite for attending Part Two

About Professor Ingemar Dierickx

Ingemar Dierickx holds a PhD (Business Economics) from Harvard University and an MBA from the Harvard Business School, where he was a Baker Scholar. He also holds law degrees from the Harvard Law School (LL.M.) and the Rijksuniversiteit Gent (Lic.Jur). He was Professor of Negotiation Analysis at INSEAD for nearly twenty-five years and subsequently joined The Moscow School of Management (Skolkovo) until 2010. Prior to joining INSEAD he worked at the Division of Research, Harvard Business School and with Professor Schelling, 2005 Nobel Laureate in Economics.

Ingemar Dierickx is a Director of I.D. Consulting Ltd. and a senior partner of D&AC - Negotiation Advisors, a company that offers a wide range of negotiation support services. For three decades, he has advised clients in a broad range of industries. As a negotiator, he has represented the interests of high net worth individuals, entrepreneurs and corporate clients. As a trainer and coach, he has run hundreds of highly successful negotiation workshops around the world.

www.ingemar-dierickx.com

Past Attendees Dierickx Negotiation Workshops, annually since 1994, have included participants from the following companies amongst many others:

Air New Zealand Engineering Airways Corporation of NZ Ltd	J. Ballantyne & Co Ltd
Allied Concrete Ltd	Jade Software Corporation Ltd
Allied Petroleum Ltd	Lakeland Health Ltd
AMI Insurance	Lincoln University
AML Ltd	Macpac
Anthony Harper Lawyers	Marsh & McLennan Ltd
Aoraki Polytechnic	Meridian Energy
Apex Environmental Ltd	Mighty River Power Ltd
Ashburton District Council	Ministry of Economic Development
Auckland Healthcare Ltd	Ministry of Fisheries
Bathurst Resources	Ministry of Health
Bay of Plenty DHB	Nelson Marlborough DHB
Blue Scope Steel (Aust)	New Express Transport
Canterbury DHB	Ngai Tahu Group Mgmt Ltd
Canterbury Employers Consultants Ltd	NZ Agriseeds Ltd
Canterbury Scientific Ltd.	NZ Army
Carter Holt Harvey Ltd	NZ Trade & Enterprise
Christchurch City Council	On Energy
Christchurch College of Education	Orlon NZ Ltd
Christchurch Intl Airport Ltd	Pacifica Seafoods Ltd
Colliers International	PGG Wrightson Ltd
c3 Ltd	Pharmac
Department of Courts	Philip Wareing Ltd
Deta Consulting Ltd.	Port of Tauranga Ltd
Donaghys Industries Ltd	Port Otago
Downer EDI Works Ltd (Aust)	Prevar Ltd
Duncan Cotterill Lawyers	Queensland Cement Ltd
Eastern Coal Supplies	Ravensdown Fertiliser Co-op
Elastomer Products Ltd	Rio Tinto, Australia & England
Fonterra	Sanford Ltd
Forsyth Barr	SCIRT
Foundation for Research, Science & Technology	Simpson Grierson Lawyers
Fonterra Ltd	Smudge Apps Ltd
Fulton Hogan Ltd	South Island Dairy Coop
Gough Technology Ltd	Southern Chicks Ltd
GRD Macreas Ltd	South Port Ltd
Guidant NZ Ltd	SouthRoads Ltd
Health Funding Authority	St Andrews College
Health Waikato Ltd	Tait Electronics Ltd
Hilton Haulage Ltd	Tasman Energy Ltd
Holcim Ltd	Telecom NZ Ltd
H W Richardson Group Ltd	The Court Theatre
Industrial Research Ltd	Toll Owens
Inland Revenue Department	University of Canterbury
Investment New Zealand Ltd	Vega Industries Ltd
	Waitemata DHB
	White, Fox & Jones
	Westpac

Dierickx Negotiation Dynamics



"Professor Dierickx presented a thoroughly well-organised program, covering many aspects of negotiation, giving substantive methods and tools, in an insightful and often entertaining way. His depth of real-life experience informed the workshops, complementing the strong technical analysis."

Peter Wright, Barrister, Auckland

"This workshop is one of the best I have attended and at a significant discount to the same programme at INSEAD. I have since encouraged many other senior managers to attend."

Mark Cairns, Chief Executive
Port of Tauranga

Christchurch

Part One: 5–6 March 2019
Part Two: 7–8 March 2019
The George, 50 Park Terrace

Auckland

Part One: 12–13 March 2019
Adina Hotel, 2 Tapora Street

Advanced Techniques - Improved Results

Learning by Doing

The best way to learn about negotiation is to negotiate. Gain invaluable experience by engaging in a broad range of face-to-face negotiations.

Real Life Cases

All the material, cases and role-plays are based on real life negotiations. Examples and anecdotes are drawn from thirty years of negotiating experience.

Practical Skills

Particular emphasis is given to negotiation practice, captured by the experience of negotiation professionals around the world.

Key Benefits

- Master price negotiations
- Structure complex package deals
- Identify opportunities to create value
- Avoid arguments
- Maintain composure under pressure
- Manage long-term business relations

PART ONE

**Tuesday 5 March
(CHC)**

**Tuesday 12 March
(AKL)**

**Day One
9.00am - 6.00pm**

Morning Session: Price Negotiations - Concepts and Tactics

Participants carry out a one-on-one price negotiation.

- Diagnosis and preparation
- Concession patterns
- Focal points
- Commitment
- Opening offers
- Closing the deal
- The Twin Pillars of Bargaining Power: Alternatives and Information

Afternoon Session: Package Deals - Defining The Optimal 'Architecture' of Complex Agreements

Participants negotiate a complex package deal.

- Creating a negotiable agenda
- Homans' Law
- Salami slicing
- Evaluating tradeoffs: 'Efficiency Ratios'
- Exploring options
- Using MESOS

**Wednesday 6 March
(CHC)**

**Wednesday 13 March
(AKL)**

**Day Two
8.00am - 4.30pm**

Morning Session: Mastering the Process Fundamentals

- Retaining composure under pressure
- Maintaining a constructive negotiating atmosphere
- Making proposals: effective and ineffective language
- Handling tough questions
 - 'The Freezer' - The 'Marlin Fitzwater response'
 - 'Selective Hearing' - 'Schubert's Unfinished Symphony'
 - The 'Lionel Jospin response' - 'Truthful misdirection'
- Spotting lies - and knowing how to deal with them

Afternoon Session: Asymmetric Information

Teams carry out a challenging negotiation where both sides have radically different views of the world.

- A process perspective on gaining personal credibility
- Using proposals to overcome the credibility gap
 - Signaling - Screening
- Promises and threats
- The negotiation time frame

Conclusion of Part One

"Fantastic in all regards. Professor Dierickx has an excellent style and wonderful experience. Can't wait to attend Part Two in the future."

Business Analyst, Holcim NZ Ltd, Christchurch

PART TWO

**Thursday 7 March
(CHC)**

**Day One
9.00am - 6.00pm**

Morning Session: Informal Influencing Skills

While Part One dealt with arms' length negotiations, this session focuses on influencing people in informal encounters.

- Framing
 - Positive vs. Negative Frames
 - Perceptual contrast
- Effective listening: Ten Dos and Don'ts
- 'Classic Irritators': Exasperating habits and pedantic language
- How to win the battle for mind space: Ten techniques that don't rely on 'facts and logic'

Afternoon Session: Intra Company Negotiations

- Teams carry out a complex internal negotiation
- Internal negotiations:
 - Breaking deadlock
 - Structuring available information
 - Converging Incentives
 - Impact on future bargaining position
- Managing conflict among subordinates
 - Lessons from arbitration experience: Conventional vs. 'Pendulum arbitration'

**Friday 8 March
(CHC)**

**Day Two
8.00am - 4.30pm**

Morning Session: Breaking Deadlock - A Process Perspective

- Aggressive negotiation challenges
 - Stand-offs, stalling tactics and waiting games
 - Structural characteristics and psychological dynamics of conflict escalation
- Changing the structure of the problem: 'The Issue is Never the Issue'
- A process perspective on breaking deadlock: The method of the 'Five A's'

Afternoon Session: Negotiating Deals in an Uncertain Environment

Teams negotiate a complex long-term agreement.

- Negotiating long term contracts in an uncertain environment
- Identifying opportunities to create value
 - Playing on differences between negotiation partners to create value
 - Creating 'expected' value: opportunities and limits
- Competition: Playing on differences to lock in a sustainable advantage

It is planned that
Part Two will be held in
Auckland early 2020

Conclusion of Part Two

"An excellent workshop - the most useful I have attended - excellent combination and sequence of theory and interactive exchange"

General Manager, Dairy Laboratories South Ltd