



TOOLKIT COMPANY
Merging Science with Commercial Practice



INSPIRATIONAL TRAINERSHIP

TRAINING AS A PROFESSION

TRAINING OF TRAINERS, TRAINER CERTIFICATION AND LICENSING PROGRAMS ON NEGOTIATION AND MEDIATION

1. CERTIFICATION AND LICENSING PROGRAM

TOOLKIT COMPANY makes available to a select group of established professionals the best and cutting-edge know-how in the field of mediation and negotiation, wherever it globally has been developed. Licensing partners obtain the permission to officially deliver the courses MASTERING NEGOTIATION, MASTERING MEDIATION and the modules TOOLKIT OF THE MEDIATOR AND NEGOTIATOR in their own language in their own country. The license focuses on the content and pedagogy of the training material, meaning that established training organizations may also deliver the programs under their own brand name.

Licenseses will receive an extensive training of trainers course as well as the full set of training materials and learn how to these courses and materials effectively.

2. TRAINING FOR TRAINERS

Besides this licensing course the modules TRAINING FOR TRAINERS – ADVANCED and BASIC are also available as separate modules without the licensing agreement and certification.



2010-2011



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INSPIRATIONAL TRAINERSHIP

TRAINING AS A PROFESSION

BASIC COURSES TO BECOME A PROFESSIONAL TRAINER
ADVANCED COURSES TO FURTHER DEVELOP YOURSELF

AND

TURN-KEY LICENSING COURSES

ADMISSION CRITERIA

To be admitted to the Licensing and certification program the candidate needs to meet the following **criteria**:

1. fluency in **English**;
2. a minimum 5 years of **proven experience** in executive training in the field of management or law;
3. be part of an **established training organization** with a proven base of clients or have an **entrepreneurial spirit** and a great **business plan to start** their own training institute.
4. have experience in **translating and customizing** exercises and simulations into their own language and culture;

THE LICENSING PACKAGE

- A comprehensive **trainers manual** that will enable you to deliver a world class course containing all the know how you need to be able to transfer knowledge in a professional and entertaining way, as well as support in dealing with teaching challenges.
- **All teaching material** including CD-ROMs, power point slides, video's, case studies and role plays. To enable you to be fully organized with limited preparation time.
- A professional fixed and ready **hand-out package for the participants** of your courses.
- **Updated material** for the MASTERING NEGOTIATION, and MASTERING MEDIATION courses as well as THE TOOLKIT OF THE MEDIATOR AND NEGOTIATOR modules when they become available.
- The licensee will be **listed** as an official associate.
- You will be invited to join in **networking and co-learning** with licensees in other countries.



In the trainers licensing package you will receive building blocks to easily expand the topics, cases and teaching material. The material will be regularly updated

This training meets the **highest international commercial and academic competency standards**

Participants receive the **full set of training materials**: Videos, trainer's reader, participant's reader, power point presentations, simulations, cases, how to answer to the most frequently asked questions, the book Toolkit Generating Outcomes, Pocket Toolkits, Toolkit training game.

PROFESSIONAL TURNKEY COURSES

About the training courses

MASTERING NEGOTIATION– A framework for creating and claiming value – In this 2-day workshop on winning negotiation the key concepts of negotiation are being covered. The course builds on the latest 2nd generation mediation teaching techniques and the latest insights in negotiation pedagogy.

MASTERING MEDIATION -The key to the highest professional standards in commercial mediation A 4-6 day-basic training course in which the key concepts of mediation are being taught and which can be expanded to a 6-8 day extensive training course to teach participants to become a professional commercial mediator. As part of 2nd generation pedagogy the mediation course includes the Toolkit Training Game, as well as Toolkit Mediation Intervention techniques

TRAINING OF TRAINERS Becoming a successful and sought-after trainer requires constantly updated knowledge, skills and hands-on experience! Have you ever wondered how you can best design training programs that are inspiring, motivational and at the same time pedagogically sound? Do you address all learning styles in your training? Are you able to interest potential clients and participants? How can you successfully sell your training? Do you master presentation and entertainer skills and creativity? Connecting and communicating with several people on different levels is necessary, dealing with individuals in the groups as well as with group dynamics. As a professional trainer you plan well in advance and still you are proficient to deal with resistance and unexpected situations

During this state of the art course you will gain insight in your personal strengths and potential as a trainer and you will learn how to maximize your abilities.

Exclusive

INSPIRATIONAL TRAINERSHIP Toolkit Company's licensing course for professional trainers



About Toolkit Company

Knowledge Resource Center

Activities started in 2004 as a project to develop innovative training material and international consulting services.

Manon Schonewille and Huub Liefhebber are co-founders of TOOLKIT Company. Since its inception it developed into a knowledge resource center for Dispute Resolution & Deal Making. Toolkit Company is involved in several exciting international consulting and training projects and has developed innovative training content and material like educational games and the Toolkit books.

Pocket Toolkit books on mediation techniques can be downloaded from their website from the Resource Center section. Also articles on dispute resolution can be found there.

Second generation negotiation teaching Manon actively participates in Hamline University's multi-year effort to critique contemporary negotiation pedagogy and create new training designs: Second generation global negotiation education.

Toolkit Company

"Glocal" mission statement



Make available to trainers, training organizations and professionals, in their local culture and language, cutting-edge know-how on every aspect of making deals and sustaining them.

Cutting edge knowledge and great entrepreneurial opportunities for professional trainers



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TOOLKIT COMPANY

Credentials and projects

Recent international projects



Teaching video, tools and materials

Together with Result ACB and Prof. Hal Abramson and with support from **Universities** like Hamline, (St. Paul, USA) Touro Law (New York, USA) and Utrecht (Netherlands) we produced a **teaching video and accompanying materials** like a role play on good mediation and positive representation practices of clients in a commercial cross border mediation: The video and the case of 'Special Chemistry' is on several websites added to Prof Abramsons new book on teaching mediation representation.



European wide Specific EU Program "Civil Justice"

Toolkit Company provided training, consulting and training materials in the European Union sponsored program "**Lawyers in ADR**". Roles responsibilities and opportunities in Alternative Dispute Resolution.



Universiteit Utrecht

Academic interfaculty business mediation course

Design and implementation of the semester course **Business Mediation, Conflict Management and Mediation Advocacy**, as part of the interfaculty **study in mediation** (social sciences, law faculty, economics, humanistic and business administration) at Utrecht University.



Administration of Justice Program in Barbados (2009-2010)

Manon Schonewille is part of the expert team that is training professionals and also consults the government in Barbados as part of the '**Alternative Dispute Resolution**' programme, initiated by the government of Barbados and the Inter-American Development Bank, aimed at promoting mediation in Barbados.



Technical Assistance EU Civil Justice Project in Turkey (2008-2009)

Manon Schonewille was ADR Key Expert in the European Commission sponsored project, '**Technical Assistance for Better Access to Justice**' in Turkey.

Manon Schonewille

Training courses are taught in English by Manon Schonewille: ADR and deal-making specialist. Executive partner in TOOLKIT COMPANY, President of conflict management research center ACB Foundation in The Netherlands. Teaches business mediation at Utrecht University and is author of many books including Toolkit Generating Outcomes.

