



Welcome!

A short
presentation
on Toolkit Company





Dispute Resolution & DealMaking Knowledge Resource Center

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TOOLKIT COMPANY

“Glocal” mission statement



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



- A training and research organization, where **scientifically sound theories** of negotiation **meet** and **pass** the **practical challenges** of commercial deal-making around the globe.



Training

DEALMAKING COMPANY



Training of Trainers

TRAINERS COMPANY



Mediation services

ADR COMPANY

Website with free e-books, checklists, blog and other resources:
www.toolkitcompany.com

Life is a negotiation ...

*... Where you can
simply compete or smartly cooperate.*

By **learning** how to effectively
make & sustain **deals**, each of us
will be **better off** and contribute
to **changing** his or her piece of
the world.

Just imagine ...

7

The **impact** on **your life**

and our world.

Even a small improvement means ...

r

Just imagine ...



practical **experience**
and academic **insights**
are **merged** enabling us to offer
world class trainings content
and tools for trainers.

TOOLKIT COMPANY **trains trainers** and offers
licenses to professionals around the world.



Toolkit Generating Outcomes

Manon Schonewille

The toolkit of the mediator

11

(Active) listening

Assumptions, perspective

Future

Summarize

Asking questions

Paraphrase

Reality testing, NAN

Mirroring

Ground rules

Brainstorming

Selection of the mediator

Reflecting:
content / enlarging

Acknowledgement

PREPARATION

Reframing

Constituency

Creativity, expand the pie

BATNA, WATNA

Opening statement

Prepare client

Clear role division

Interests

Objective criteria

Collaboration
with other side

Collaboration
with mediator

Caucus

Licenses for trainers and training organizations to enable them to deliver in their **local culture & language**, the latest developments and cutting edge know-how on every aspect of **Dispute Resolution** and **DealMaking**.



Innovative Training materials

For information:

www.Toolkitcompany.com

For more (specific) information:

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We look forward hearing from **YOU**