

# HOW TO REMOVE BARRIERS TO COOPERATION THROUGH NEGOTIATION

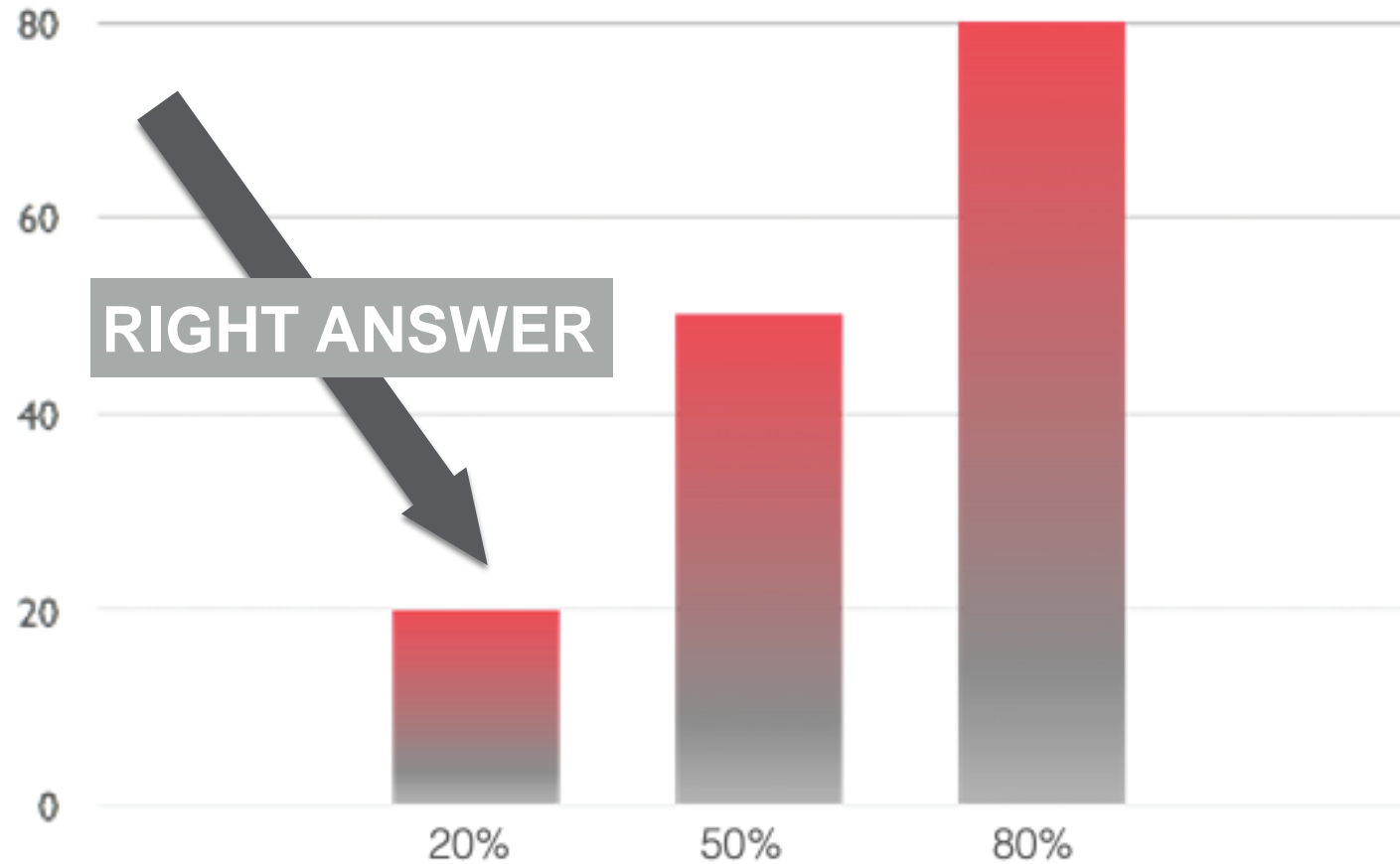
*Francesco MARCHI*

5 JULY 2023

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# EXERCISE 1

# WHICH IS THE % OF AUTONOMOUS DECISION WE TAKE?



COOPERATION → JOINT DECISION-MAKING

# WE ARE INTERDEPENDENT!



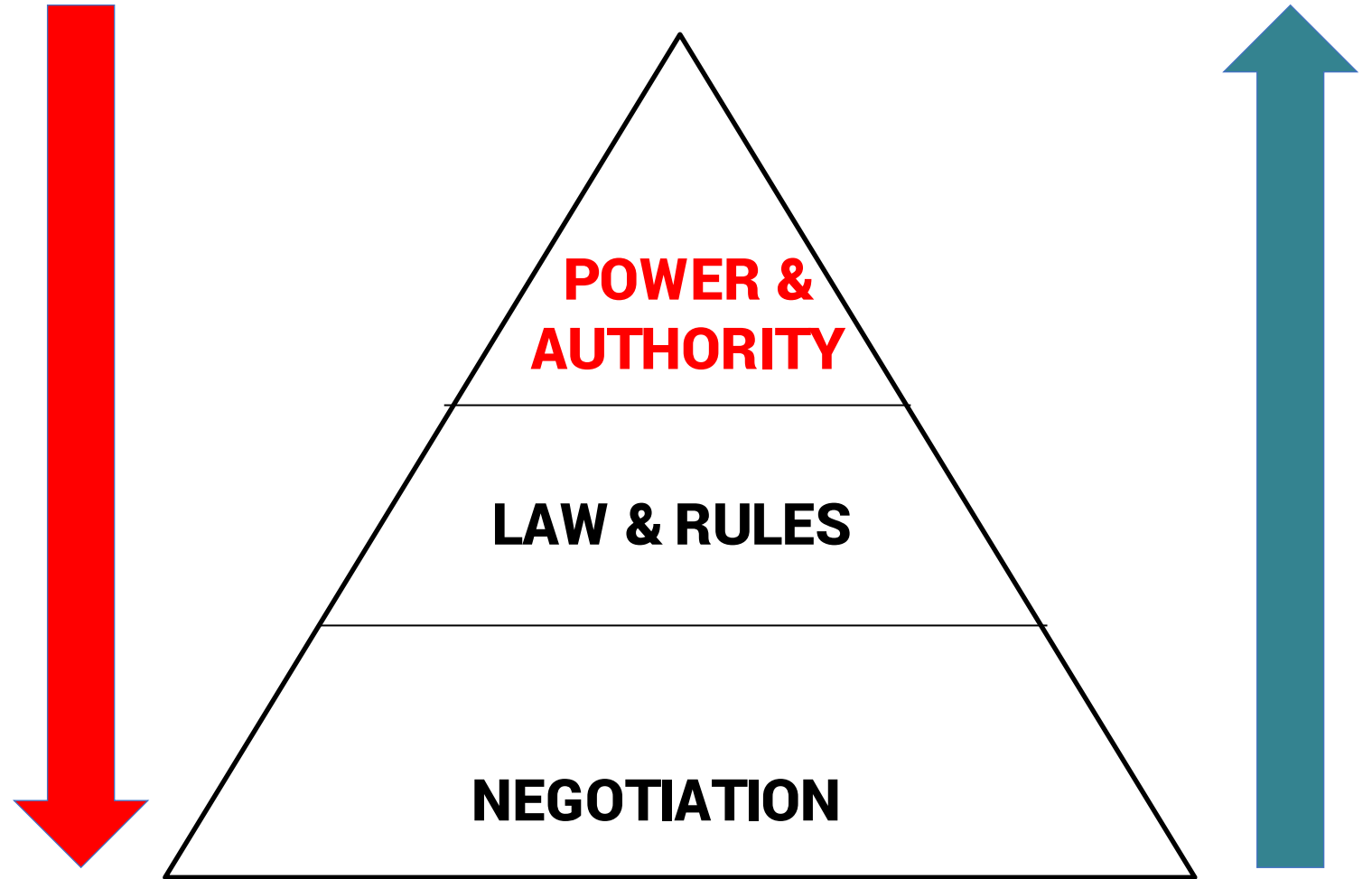
# EXERCISE 2 – THE ARM



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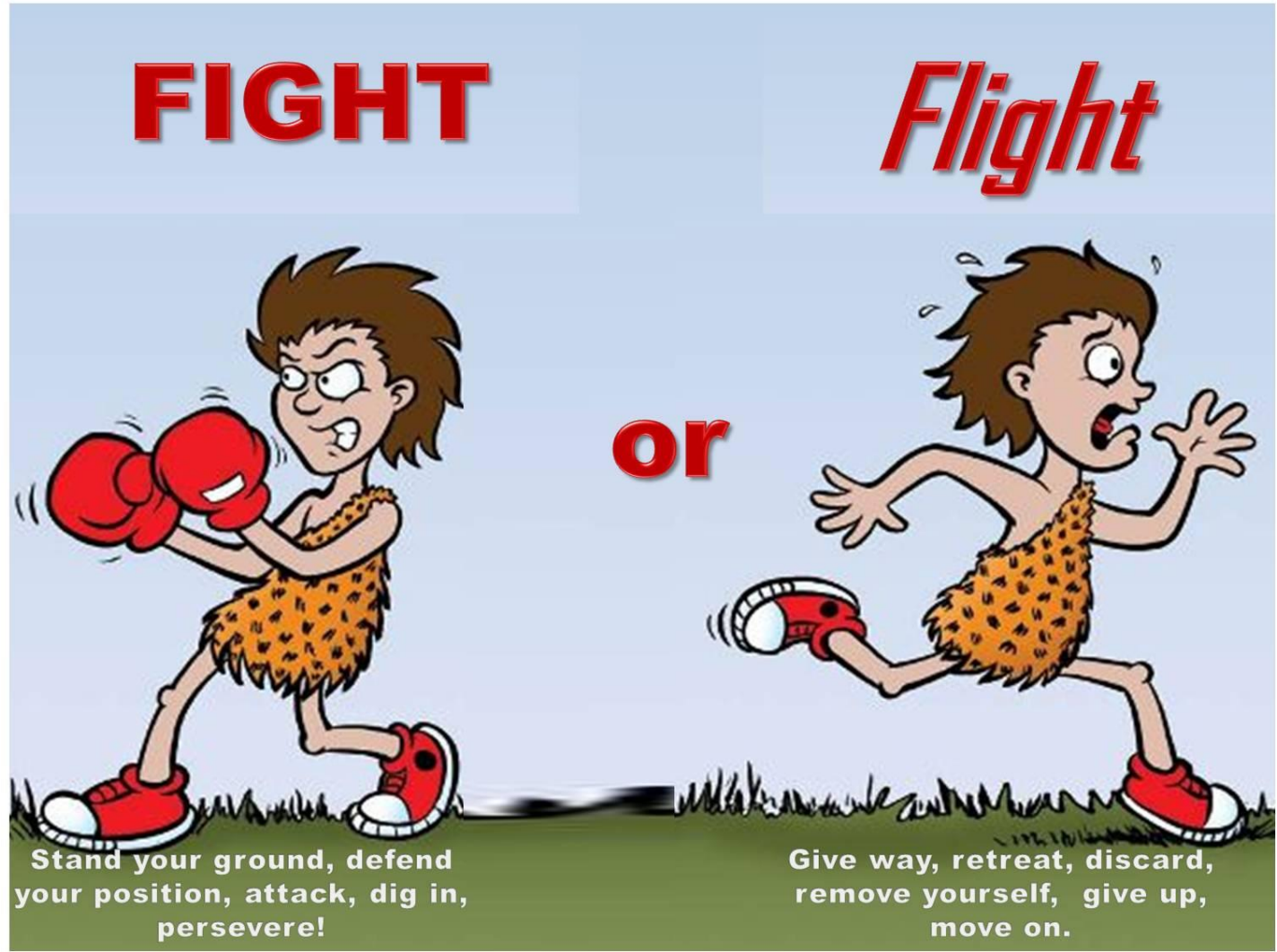
**WHAT  
INSTRUMENTS  
FOR HANDLING  
INTERDEPENDENCE?**

**INSTINCTIVE MINDSET**



**REFLEXIVE MINDSET**

# NEUROLOGICAL FACTORS



# COGNITIVE BIAS



## THINKING, FAST AND SLOW

BY DANIEL KAHNEMAN





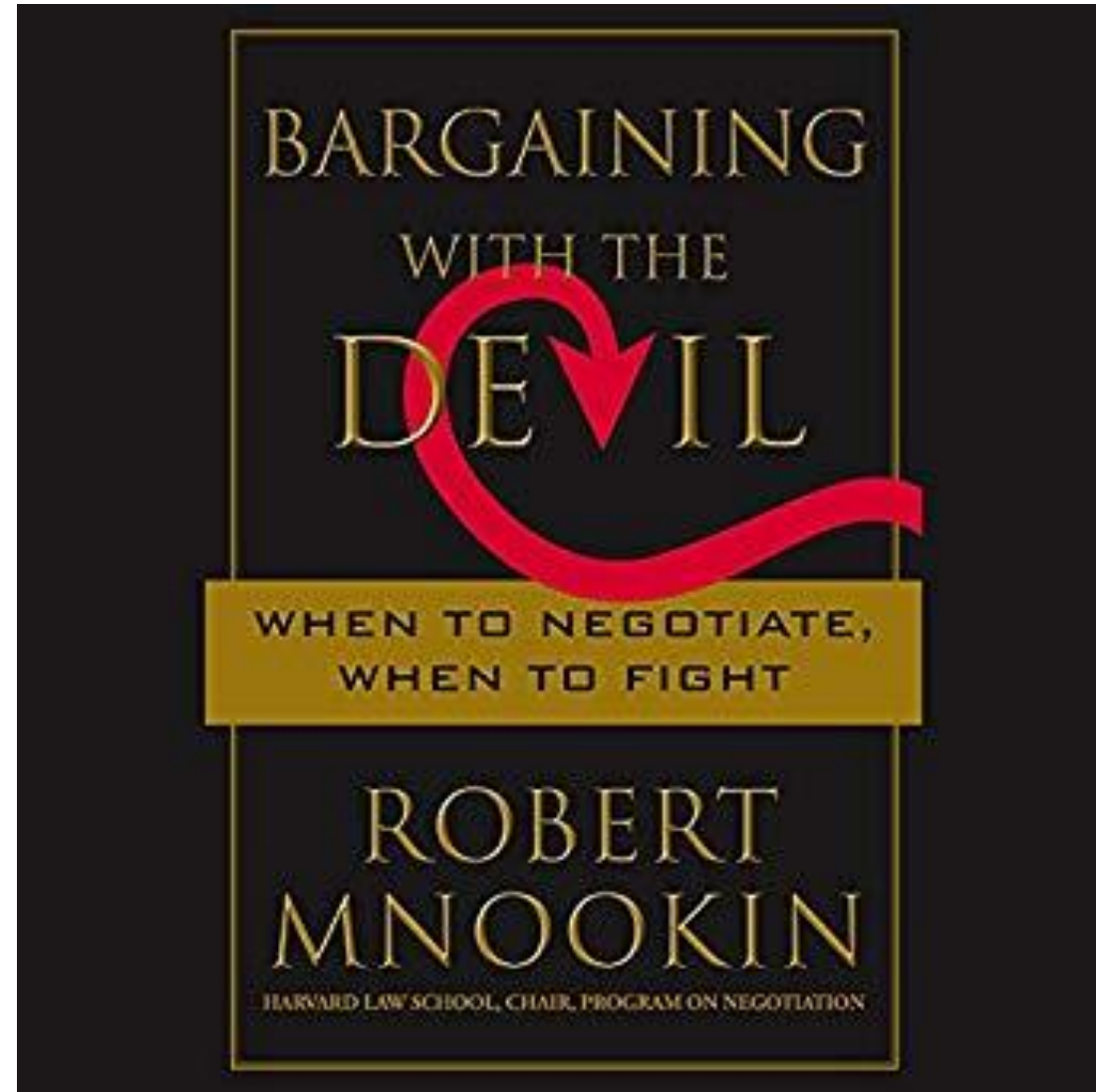
# THE SOCIAL CONTEXT



# THE PROFESSIONAL & GEOGRAPHICAL CULTURE



**THE  
BELIEFS,  
VALUES &  
IDENTITY**



**GET RID OF YOUR ASSUMPTIONS**

**WHAT  
REMEDY?**



**STEP INTO THE OTHER SIDE SHOES**

**WHAT  
REMEDY?**



**COOPERATION IS NOT ONLY  
ABOUT YOU...**

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# THE ECOSYSTEM AND THE WAY TO SUCCESS



# **THE 5 PRINCIPLES**

**DIAGNOSE THE SITUATION!**



**ALWAYS HAVE A PLAN B**



# **THE 5 PRINCIPLES**

**PREPARE WELL!**



**BE CREATIVE**

# THE 5 PRINCIPLES

**BE CURIOUS & COURAGEOUS**



**ASK MORE QUESTIONS**

# THE 5 PRINCIPLES

**BE RELIABLE & PRAGMATIC**



**EVALUATE RISKS OF IMPLEMENTATION**

# **THE 5 PRINCIPLES**

**LEARN FROM YOUR EXPERIENCE!**



**ANALYSE YOUR STRENGTH &  
POINT OF IMPROVEMENT**

# EXERCISE 3

**ICE CREAM IS GOOD**



**JGF GPFAM JS CQQD**

# EXERCISE 4



**The Sentence!**

TWO OF  
THE MOST POWERFUL  
AND EFFECTIVE  
OF ALL HUMAN FEARS  
ARE  
THE FEAR OF FAILURE  
AND THE FEAR OF SUCCESS

\_\_\_\_\_

TWO OF<sup>1</sup>  
THE MOST POWERFUL<sup>2</sup>  
AND EFFECTIVE<sup>3 4</sup>  
OF ALL HUMAN FEARS<sup>5 6</sup>  
ARE  
THE FEAR OF FAILURE<sup>7 8 9</sup>  
AND THE FEAR OF SUCCESS<sup>10 11</sup>

**THANKS FOR YOUR ATTENTION!**  
**谢谢! MERCI! GRAZIE!**

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