

# Daoist Negotiation Seminar

**Noam Morchy**

**Veerle Lisabeth**

**December 7<sup>th</sup> 2022**

**13:00 – 19:00 (Brussels Time)**

- Recognized by the Belgian commission of mediation (FBC/CFM) as 5 points.
- In-person event pending on number of participants.

In this seminar we offer a deep, detailed look at Daoist Negotiation techniques and uses: A 5-hour workshop, in which we will teach and experience the theory and practice of useful tactical and strategic negotiation tools.

- Daoist Philosophy.
- Tactical and strategic tools of analysis and engagement.
- Message construction tools.
- Exercises and simulations.

The workshop offers a unique view of Negotiation and Mediation and can benefit both novices and veterans. All are welcome.

## **Schedule** (December 7<sup>th</sup>, 2022)

### **Session 1 (13:00 – 14:00)**

- Comparing Inductive and Deductive thought.
- Introducing the philosophical concepts of Dao, Yin, Yang and Chi.

### **Session 2 (14:15 – 15:15)**

- Translating the philosophical into practical tools.
- Adaptation for mediation settings.

### **Session 3 (15:30 – 16:30)**

- Exercises and simulations

### **Session 4 (16:45 – 17:45)**

- Karma and its role in short and long-term conflict.

### **Session 5 (18:00 – 19:00)**

- Analysis of complex scenarios (political, social).
- Conclusion.

Daoist Philosophy is one of the major Chinese schools of thought. It advocates, through the mechanism of Yin and Yang, a dualistic, unfixed view of life. It is therefore an excellent lens through which we can examine our thoughts and actions in negotiation and mediation.

Daoist Negotiation theory and techniques do not aim to replace existing tools, but rather supplement them with a unique point of view, allowing practitioners greater agility and confidence, facing diverse challenges.



**Noam Morchy**

Tactical Negotiator &  
Academic Lecturer  
(Reichman University)  
Former SWAT team  
member and undercover  
agent



**Veerle Lisabeth**

Professional Negotiator  
and Mediator.  
A lecturer and a trainer in  
a variety of conflict  
resolution methods.

## Registration:

- 125€ [through the following form.](#)
- 25€ of the registration fee are [dedicated to the Ukrainian people.](#)
- On-line event will take place with 10 participants or more.
- In-person event (Ghent area) will take place with more than 20 participants .
- Remote participation will be possible also in in-person event.

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