



Job Boersma
Ik weet dat u liegt



INVITE

I know you're lying: Reading people when it matters

We are pleased to invite you to an engaging GCN Think Tank session in Rotterdam on October 30th at 2:30 PM, centered around a fascinating theme: **"I know you're lying: Reading people when it matters"**

Keynote Speaker: Job Boersma

Negotiation: GCs do it every day. This afternoon, you'll learn how to do it better. Job is a psychologist, executive trainer, and coach. He specializes in strategic conversations, particularly around (Harvard-style) negotiations, body language training, decision-making processes, and supervisory roles. He has authored two books: *Speaking louder doesn't help* and *I know you're lying*.

After the keynote, we'll play a mini-game in breakouts: **Negotiating with the Devil**. Irene Tax, Michiel Bindels and Steven Palm of Windt Le Grand Leeuwenburgh will moderate the breakouts.

Schedule:

2:30 PM – Welcome

3:00 PM – Job Boersma: I know you're lying: Reading people when it matters

4:30 PM – Short reflection of the Mini-game: Negotiating with the devil

5:00 PM – Reflection and Drinks

6:00 PM – End

The event will take place at the beautiful office of Windt Le Grand Leeuwenburgh Advocaten, Blaak 555 (15th floor), 3011 AG Rotterdam.

Parking is available at the Markthal Parking Garage (Dominee Jan Scharpstraat 306, 3011 GZ Rotterdam). Windt Le Grand Leeuwenburgh will provide exit tickets.

We look forward to seeing you there!

Best regards,
The GCN Team