

## **Cuisine Méditerranéenne<sup>R</sup>**

Dear Guest,

'Cuisine Méditerranéenne' is a unique mediation concept designed to bring together business-people who – due to different perceptions of recent events and unnecessary gaps in communication – are on the brink of losing a clear view of the possibilities for co-operation. By breaking through such deadlocks, 'Cuisine Méditerranéenne' has proved that negotiations conducted in a safe and welcoming environment enable intense, deep differences of opinion to be considered from several different angles and, more often than not, successfully resolved.

### **What is the secret of Cuisine Méditerranéenne?**

My name is Adriaan Brouwers. In my capacity as 'Chef de Cuisine Méditerranéenne', I lead the negotiations. To help structure such issues as the possibility for co-operation and fresh perceptions of recent events – established in interviews before the meeting – I make use of my extensive international financial and corporate experience to present all the participants with a menu resembling that of a good Italian restaurant. The menu consists of:

- Antipasti (Snacks)
- Primi (Starters)
- Secundi (Main course)
- Dolci (Deserts)

Each of the participants is invited to select their 'negotiation-meal' from the menu. What they select indicates both their position and their preferred solution. The combination of these selections and the various arguments that follow enable me to guide the conversation to an acceptable solution for all.

### **How does Cuisine Méditerranéenne combine business with pleasure?**

In addition to being the 'Chef de Cuisine Méditerranéenne', I am also the chef of the professional kitchen at the same location, which means that participants can enjoy a good Italian meal during their discussion. They may be the toughest of negotiations, but they will always take place in a pleasant environment accompanied by fine meal and a glass or two of excellent Italian wine.

**Adriaan Brouwers**  
**Maître & Chef de Cuisine Méditerranéenne**