

QUALIFIED NEGOTIATOR[®] 2019



SCHRANNER
NEGOTIATION
INSTITUTE

THE INTERNATIONAL NEGOTIATION AUTHORITY

The **MUST** Seminar for conducting difficult negotiations

WHO SHOULD ATTEND?

Solid training is important to you and you want to build the foundation for a strong negotiation team. With the Qualified Negotiator® certification course you will acquire the most important capabilities to prepare difficult negotiations, to use the most important negotiation tactics, and to confidently manage verbal assaults. You will be prepared for the role of the Negotiator according to the FBI model.

YOU WILL LEARN:

- ▶ The right preparation
- ▶ To set an agenda
- ▶ To manage verbal assaults
- ▶ To negotiate with a sure hand from beginning to end

CONTENT

- ▶ The role of the Negotiator in the FBI model
- ▶ Coordination with the Commander
- ▶ To set an agenda
- ▶ Introducing demands
- ▶ Defense against unreasonable demands
- ▶ The art of summarizing
- ▶ Always holding the reins from the "driver's seat"
- ▶ Managing verbal assaults
- ▶ The most important tactics

DURATION

2 classroom instruction days
Individual preparation and follow-up

SEQUENCE

- 1 Your individual preparation
- 2 Participation in two classroom instruction days
- 3 Final exam and certification
- 4 Alumni membership

INVESTMENT

EUR 2,000 (plus applicable value added tax) (CHF 2,000)
Included are:
1 Preparation
2 Participation in two classroom instruction days
3 E-Learning access (documentation, testing procedures)
4 Final examination, including examination fees
5 Alumni membership




LOCATIONS

ZURICH | VIENNA | FRANKFURT | MUNICH
LONDON | NEW YORK CITY
HONG KONG | SHANGHAI | SINGAPORE

DATES

For available dates, please visit us online at
→ www.schranner.com/seminars/qualified-negotiator

PERSONAL CONSULTATION

-  +41 / 44 / 515 46 16
-  info@schranner.com
-  [SchrannerAG](https://www.schranner.com)

**"I have become a strong negotiator
in a strong team."**

ANDRÉ SCHEID, SALES MANAGER ASIA PACIFIC & AMERICAS / VISCOTEC PUMPEN- U. DOSIERTECHNIK GMBH

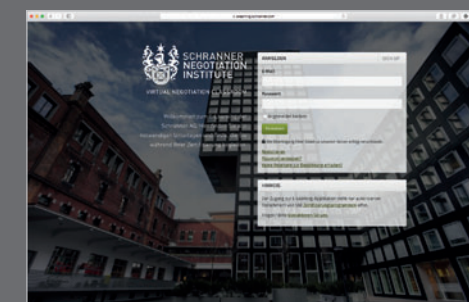
QUALIFIED NEGOTIATOR® 7 Reasons

- 1 You negotiate with confidence and a sure hand in any situation
- 2 You learn everything you need to know for a tough negotiation
- 3 Use of state-of-the-art technology
- 4 Instructors with practical experience
- 5 Networking with participants from various industries
- 6 Alumni membership
- 7 Certification

LEARNING MODEL

Your path to become a Qualified Negotiator®

The certification consists of two closely aligned classroom instruction days. The seminar contents are taught interactively. Brief presentations, group exercises, reality-based role play, and state-of-the-art technologies ensure that you will gain much knowledge before, during, and after your Qualified Negotiator® certification. Your personal E-Learning access allows you to log into your course documentation and testing procedures whenever you need.



NOW ALSO
AVAILABLE
IN ENGLISH

FOR FURTHER INFORMATION:
www.schranner.com/seminars



THE INTERNATIONAL NEGOTIATION AUTHORITY

Schranner AG
Negotiation Institute
Limmatstrasse 260
CH-8005 Zurich
Phone +41 44 515 46-16
Fax +41 44 515 46-17

Schranner Negotiation LLC
222 Broadway, Fl. 19
New York, NY 10038
Phone +1 (212) 320 8388

Schranner Negotiation Ltd.
20/F Leighton Centre,
77 Leighton Rd,
Causeway Bay, Hong Kong
Phone +852 3957 4065

info@schranner.com
www.schranner.com

