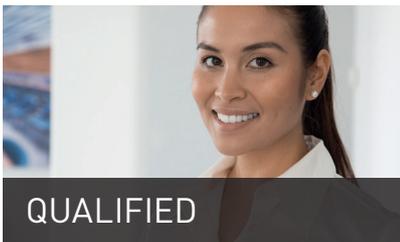




THE MUST SEMINAR: QUALIFIED NEGOTIATOR®



Learn how to conduct difficult negotiations tactically. In this two-day course you will acquire key tools to prepare, lead and conclude a difficult negotiation in the role of the Negotiator.

TARGET GROUP

Professionals from functional to mid-management level who sit at the negotiating table.

CONTENT

- ▷ The Negotiator in the FBI model
- ▷ Setting and driving your agenda
- ▷ Introducing demands effectively
- ▷ Responding to unreasonable demands
- ▷ The art of summarizing
- ▷ Remaining in the driver's seat
- ▷ Managing verbal assaults
- ▷ The most important tactics

DURATION

- ▷ 2 days intensive seminar
- ▷ Open seminars in Munich, Frankfurt, Vienna, Zurich, London, Hong Kong and New York
- ▷ Tailored inhouse seminar on request

INVESTMENT

EUR 2,000 p.p excl VAT

NEGOTIATIONS ON THE EDGE: ADVANCED NEGOTIATOR®



In this six-day seminar you will learn to steer negotiations strategically in the role of the Commander or Decision-Maker. Learn to remain in control under pressure, to deliberately create deadlock and to apply a broad range of tactics.

TARGET GROUP

Experienced managers and decision-makers who steer negotiations strategically and may or may not sit at the negotiating table.

CONTENT

- ▷ The 7 principles
- ▷ Defining a successful strategy
- ▷ Maintaining control in desperate situations
- ▷ Stabilizing yourself and your negotiating partner
- ▷ Deliberately creating deadlock
- ▷ Matching strategy and tactics
- ▷ Avoiding costly mistakes

DURATION

- ▷ 3 x 2 days intensive seminar
- ▷ 3 x 1 day refresher seminar
- ▷ Seminars in Munich, Zurich, Vienna, Hong Kong and New York

INVESTMENT

EUR 12,000 p.p excl VAT

CUSTOM MADE: 4 OUT OF 20 CERTIFIED NEGOTIATOR®



Hone your negotiation skills in specific areas by choosing four out of twenty specialist modules.

TARGET GROUP

Functional staff or managers that need to prepare for specific negotiations, e.g. with foreign partners or unions.

MODULES

- ▷ Analyzing your negotiating partner
- ▷ Negotiation psychology
- ▷ Aggressiveness
- ▷ Body language
- ▷ Labor union/workers' council
- ▷ Rhetoric – when every word counts
- ▷ Negotiating with US, Chinese, Russian and Iranian partners
- ▷ Strategies for VCs and Angel Investors
- ▷ For other modules, please visit our website

DURATION

- ▷ 4 x 1 day intensive seminar
- ▷ Seminars in Munich, Zurich and Hong Kong

INVESTMENT

EUR 6,500 p.p excl VAT

“Negotiating is our passion! We seek to provide you with the right skills to navigate the most challenging negotiations and look forward to welcoming you in our seminars.”

MATTHIAS SCHRANNER, CEO



CORPORATE STRATEGY: CHIEF NEGOTIATION OFFICER®



Turn your business into a negotiation powerhouse by appointing a certified Chief Negotiation Officer that implements your company-wide negotiation strategy and trains your employees.

TARGET GROUP

Companies that want to protect their investment in negotiation expertise and look to ensure long-term success across all their negotiations.

CONTENT

- ▷ Company-wide negotiation strategy: Negotiation Playbook and Scorecard
- ▷ Processes for implementation
- ▷ Tools for inhouse advisory
- ▷ Measuring success
- ▷ Managing information flow
- ▷ Train the Trainer

DURATION

- ▷ 3 x 1 day intensive seminar
- ▷ Seminars in Frankfurt and Munich
- ▷ Tailored inhouse seminar on request

INVESTMENT

EUR 12,000 p.p excl VAT

ABOUT THE SCHRANNER NEGOTIATION INSTITUTE

Matthias Schraner, the Institute's founder and CEO, is an international negotiation expert trained by the German police and the FBI for the most challenging negotiations. Over the course of 30 years, he has developed the Schraner Concept®, an exclusive program designed to give executives the tools to navigate the most difficult business negotiations successfully. Our Institute has trained over 20,000 negotiation experts worldwide and numerous Fortune-500 Companies use our Negotiation Scorecard®. As a consultant, we support the UN, global corporations and political leaders in more than 40 countries.

OUR PHILOSOPHY

We think our customers know how to lead 95% of their negotiations to success. We focus on the remaining five percent—difficult negotiations where reason will not lead to success. Our Institute will give you the necessary tools to negotiate with confidence in the most demanding situations.

OUR EXPERT TRAINERS

Our unique network of international trainers consists of experienced negotiation practitioners from a wide range of industries. Our experts have all the competencies necessary to cover the entire negotiation process. They can address intercultural differences as well as industry-specific questions.

FAQs

How do I register?

We offer all of our seminars as open seminars in a number of locations worldwide as well as customized inhouse training for the Qualified Negotiator® and the Chief Negotiation Officer®. For the open seminars, please visit www.schranner.com/seminars and register online.

Do the courses build on each other?

No. The Qualified/Advanced/Certified Negotiator® courses complement each other but can be booked independently. However, Modules 1-3 of the Advanced Negotiator® build on one another and need to be attended in that order.

How long do I have to complete my certification?

For courses with several modules, such as the Advanced Negotiator® and Certified Negotiator®, there is no time limit to complete the certification. However, we recommend taking the test shortly after the last module. For the Qualified Negotiator®, certification is included.

What is your cancellation policy?

You can cancel any seminar booking free of charge up to 4 weeks prior to the event. After that, we will allow a replacement participant to attend in your stead.

Do you take reservations?

We only accept bookings, which allows us to hold your spot in a seminar. You can cancel your booking free of charge up to four weeks before the seminar.

How does your invoice process work?

We will send out invoices at least two weeks prior to your seminar.

For answers to further FAQ, please visit: www.schranner.com/contact/faq