



SCHRANNER NEGOTIATION INSTITUTE

SCHRANNER NEGOTIATION INSTITUTE fact sheet

Facts & Figures

Established 2002 in Zurich, Switzerland

Based in Zurich with offices in New York and Hong Kong

Globally leading consultancy and top-executive education provider for negotiation management

Worldwide research activities into the assessment of political negotiation risks worldwide

Supporting global companies, NGOs, the United Nations, and governments

Team

CEO: Matthias Schranner

SNI faculty: more than 60 international negotiation experts

Overview

SCHRANNER NEGOTIATION INSTITUTE is a global management-consulting firm that serves leading businesses, governments, non-governmental organizations, and non-profits.

We support our clients in difficult negotiations to realize their most important targets.

We serve clients in most industries and across a wide range of functional topics.

Capabilities and solutions

To help our clients achieve lasting success, we offer a wide range of knowledge and expertise.

Our experts are leading negotiators from the practical world of negotiations: the FBI, the UN, or top managers in international corporations. Our global network allows us to support international negotiation processes during the most difficult phases.

Research

We do worldwide research activities into the assessment of political negotiation risks worldwide.

Our “negotiation activity map” is often used by universities and the media.

Social responsibility

We support children and youth in difficult negotiations.

Our projects range from our “Negotiation Summer Camp” to the support of “Plant for the Planet”. We want to do our share to prepare children and youth to be fit for conflict.

Environmental sustainability

As a professional-services firm, our environmental footprint is relatively limited. However, our offices and practices across our entire operation take steps to reduce that footprint, with a number of initiatives, including the widespread adoption of e-learning and video-conference equipment to avoid unnecessary travel, and locating our offices in energy-efficient buildings.