

# QUALIFIED NEGOTIATOR<sup>®</sup> PLUS



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INSTITUTE

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# QUALIFIED NEGOTIATOR® PLUS

Extra module for professional negotiators

## WHO SHOULD ATTEND?

After successful completion of the Qualified Negotiator®, you will have the necessary skills to prepare for difficult negotiations, employ the most important tactics, and to confidently manage verbal assaults. With the Qualified Negotiator® PLUS, we are offering an extra module that helps you direct the focus on the application of tactics and to stay fully in control in any negotiation.

## YOU WILL LEARN

- ▶ To remain in control of a negotiation, leading from the “driver seat”
- ▶ To apply tactics in realistic role play
- ▶ To coordinate between Commander and Negotiator
- ▶ To brief and de-brief the negotiation team

## CONTENT

- ▶ Thorough revision of the contents from the Qualified Negotiator®
- ▶ Briefing and de-briefing
- ▶ The element of interruption
- ▶ Application of the most important tactics
- ▶ Analysis of your negotiation partner
- ▶ Questioning techniques—how to avoid open questions
- ▶ Coordination between Commander and Negotiator
- ▶ Stabilizing your negotiating partner
- ▶ Using the right speech rate

## DURATION

- ▶ 1 classroom led training day

## SEQUENCE

- 1 Individual preparation
- 2 Participation in one classroom instruction day
- 3 Exchange with other negotiators
- 4 Coaching session with SNI Faculty
- 5 Negotiation Club membership

## INVESTMENT

EUR 1,200 (plus applicable value added tax)  
CHF 1,200 (plus applicable value added tax)  
USD 1,200 (plus applicable value added tax)

Included are:

- 1 Preparation
- 2 Participation in one classroom instruction day
- 3 E-learning access (course handouts and extensive documentation, tests)
- 4 Coaching session (duration: 30 min)
- 5 Negotiation Club membership

## LOCATIONS

ZÜRICH | FRANKFURT | MUNICH  
NEW YORK CITY | HONG KONG

## DATES

For available dates, please visit us online at [www.schranner.com](http://www.schranner.com)



“QUALIFIED NEGOTIATOR® PLUS is an extra module that helps you direct the focus on the application of tactics and on a stable discourse from the ‘driver seat’.”

ANDREAS GOSSEN, SENIOR VICE PRESIDENT SCHRANNER AG



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