

# ONLINE PROGRAMS

Learn anywhere at anytime  
– at your own pace



SCHRANNER  
NEGOTIATION  
INSTITUTE

THE INTERNATIONAL NEGOTIATION AUTHORITY



## ONLINE PROGRAMS

Due to further globalization and the effects of the Covid-19 crisis, we have digitized many of our course elements and converted them into online and hybrid sessions. Giving you the flexibility to learn anywhere at any time — at your own pace, so that you can decide when and where you want to learn.

I am confident that our new workshops will be an asset into your new business life in what we now call the “new normal”.

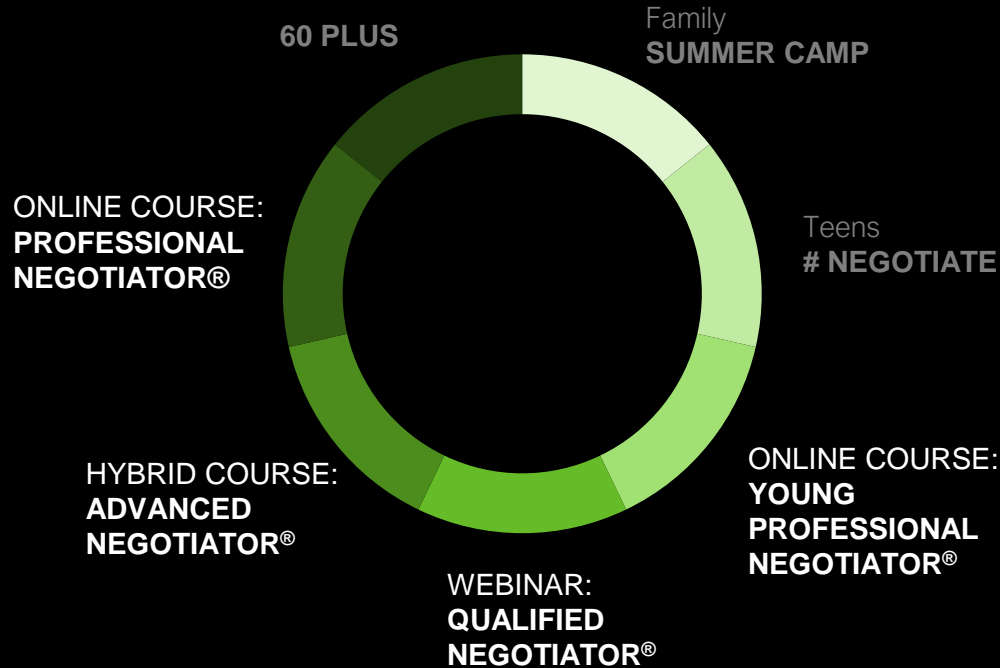
We have worked with full commitment to offer you our exciting new workshops in 2021, and I would like to thank our global team for their ongoing support.

It will certainly be exciting, we look forward to seeing you online.

**MATTHIAS SCHRANNER**



# ONLINE PROGRAMS



## ONLINE COURSE:

„Learn anywhere at any time – at your own pace“

## WEBINAR:

Live sessions with your instructor

## HYBRID COURSE:

You have the option to learn on-site or online

# ONLINE COURSE: YOUNG PROFESSIONAL NEGOTIATOR®



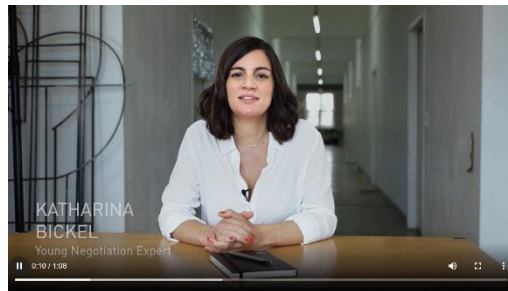
**THIS ONLINE COURSE IS FOR YOUNG PROFESSIONALS TO BECOME A 'CERTIFIED NEGOTIATION ASSOCIATE'  
- IN ONLY 4 WEEKS**

This online course is designed for young professionals and high potentials to learn the most important elements of a negotiation.

It is the optimal preparation to understand and participate in the businesses approach to negotiations.

Our partners place a great importance on introducing new employees to the processes and understanding the approach.

We are able to tailor this course for your company, with an introduction by top management and HR.



**4 weeks**  
**7 lessons**  
**1 workbook**  
**Certification**

**480 USD / EUR / CHF**  
[Read more](#)

# LIVE WEBINAR: QUALIFIED NEGOTIATOR®



## THE WEBINAR FOR ALL MANAGERS WHO HAVE TO MASTER A DIFFICULT NEGOTIATION AT THE FRONTLINE

This webinar “Qualified Negotiator® Online” acquires important capabilities to prepare for difficult negotiations, to learn the most important negotiation tactics, and to confidently manage verbal assaults. Qualified Negotiators® will be prepared for the role of the “Negotiator” according to the FBI-Model.

We are able to tailor this course for your company. Together, we can design the Qualified Negotiator® webinar for your company specific negotiation challenges.



4 weeks

3 online tutor led sessions ( each ~ four hours)

Individual exercises and Virtual Negotiation Classroom

Individual preparation and follow-up

Certification

2000 USD / EUR / CHF

[Read more](#)

# ONLINE COURSE: PROFESSIONAL NEGOTIATOR®



## THIS ONLINE COURSE IS FOR EXPERIENCED NEGOTIATORS AND TEAMLEADERS

This online course is designed for experienced negotiators to lead the most difficult negotiations to a successful outcome using the SCHRANNER CONCEPT®.

The course teaches law enforcement and FBI negotiation techniques to establish the correct team set-up, involving decision-makers and to actively encourage conflicts.

This course can be tailored specifically to your company, with an introduction by top management and HR.



8 weeks  
10 lessons  
10 workbooks  
Role-Plays  
Certification

980 USD / EUR / CHF  
[Read more](#)

# HYBRID COURSE - ADVANCED NEGOTIATOR®



## THIS HYBRID COURSE IS FOR EXPERIENCED NEGOTIATORS AND TEAMLEADERS

Our Hybrid Course combines the advantages of on-site and online workshops. You have the option to choose between:

- A discussion on-site within a small group, lead by Matthias Schraner.
- Participate online in this "real-time" workshop, where you will be involved in the discussion and have the opportunity to ask questions.

Using "Microsoft Teams" you will be interactively involved in the workshop. You will follow all slides, recordings on the whiteboard, participants and your instructor.



Element 1: The 7 Principles

Element 2: Strategy & Tactics

Element 3: Costly Mistakes

Element 4: Certification and Consolidation

12.000 USD / EUR / CHF

[Read more](#)

# CONTACT US



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