



N



CONFERENCE
ZURICH | 2022

THE WORLD'S LEADING FORUM FOR
NEGOTIATIONS

ZURICH, OCT 6 – 7, 2022
#nconference

NEGOTIATION CONFERENCE VIDEO

„THE 5 %“

You lead 95% of your negotiations very well.

The N-Conference 2022 focuses on the remaining 5%.

Your negotiation partner confronts you with unrealistic demands and does not allow any cooperation. Or your partner plays for time and is not interested in an agreement.

Together with experts from the FBI, police, UN, business, sports and politics, we define new strategies and tactics.

There is no theory but proven strategies and tactics that can be implemented into your negotiation immediately.

Join our global negotiation community in Zurich!

I look forward to seeing you.

MATTHIAS SCHRANNER

[Watch my story](#)



N
CONFERENCE
ZURICH | 2022



Thursday October 6, 2022

08.30 Welcome Coffee

09.00 Welcome
Anna Cajot

09.15 “The 5 %”
Matthias Schraner

10.00 The 4 most important tactics
Scott Tillema

10.45 Networking

11.15 Tbd.
Tbd.

12.00 Panel Discussion:
Matthias Schraner – Scott Tillema

12.30 LUNCH

13.30 Welcome back
Anna Cajot

13.45 Tbd.
Tbd.

14.30 Break out sessions

15.15 Networking

15.45 Panel Discussion
Tbd.

16.00 Keynote Speech
tbd.

17.00 Summary Day 1

19.00 VIP Dinner



Friday October 7, 2022

08.30 Welcome Coffee

09.00 Welcome back
Anna Cajot

09.15 WALKING AWAY is not an option
Jack Cambria

10.00 The right mindset
tbd.

10.45 Networking

11.15 Leadership
tbd.

12.00 Panel Discussion:
Jack Cambria

12.30 LUNCH

13.30 Keynote Speech
tbd.

14.30 Summary

15.00 End of Day 2 & Outlook 2023



VIP Ticket

Our VIP ticket offers exclusive access including:

- Pre-event dinner on Wednesday, October 5th, 7 pm
- Meet the speakers at the pre-event dinner
- Access to all areas on both conference days
- Invitation to our exclusive VIP dinner, October 6th, 7 pm
- Exclusive VIP group discussions with speakers after the conference on October 6th
- VIP Apero with speakers following the conference on October 7th





On site experience

Venue:
Park Hyatt Zurich,
Beethovenstrasse 21, Zurich





THE INTERNATIONAL NEGOTIATION AUTHORITY

CONTACT US

Schranner AG

Negotiation Institute

Limmatstrasse 260

CH-8005 Zurich

Phone +41 44 515 46 16

Anna Cajot

anna.cajot@schranner.com

info@schranner.com

www.schranner.com



THE INTERNATIONAL NEGOTIATION AUTHORITY

The contents listed in this concept are the intellectual property of SCHRANNER NEGOTIATION INSTITUTE and are subject to applicable copyright laws.

The transfer of these concepts or parts thereof to third parties is only permitted with the express written permission of SCHRANNER NEGOTIATION INSTITUTE.