



EN GARDE

YOUR NEGOTIATING EXPERT

[www.engarde-training.com](http://www.engarde-training.com)

# Effective Business *Negotiations*

# Don't leave your negotiations to chance!



Keep up  
to date

How do negotiations impact on your company's success? We think they are the number-one factor. Both commercially and personally.

After all, every strategic and financial decision made in your company will be based on an earlier negotiation. That might have been in-house with other employees and decision-makers, or externally with customers and stakeholders.

Despite such financial significance, many companies do not have a strategic plan for this process. Negotiating is often associated with an element of luck or natural talent.

However, if we want to take charge of our own success, we need to start consciously focusing on the negotiation process and how we can actively shape it. And that is precisely our mission. We don't like to see companies leaving their negotiations to chance.

By working with you, we can unlock the potential in your negotiation processes, creating an awareness of the art of negotiation within your company and among everyone involved. We create a nurturing environment in which an individual negotiation culture can grow and thrive.

Together, we work with companies and people on how to negotiate more purposefully, more consciously and thus more successfully.

We consider negotiations as added value and a sustainable investment in your commercial success. But negotiations are not conducted by companies, they are conducted by people.

Consciously or unconsciously, people are always driven by their own needs, interests and personality traits. This is precisely why we pursue a holistic approach, analysing and raising awareness of the human factors alongside the strategic and economic factors in negotiation processes.

The people who participate in our training perceive negotiations more consciously and begin to understand negotiations for what they actually are: an opportunity to grow economically but also to grow as people, by taking on the challenge.

Christian E. Koller  
Managing Partner

Bernd Schnabl  
Managing Partner

**A good relationship  
starts with a conversation.**

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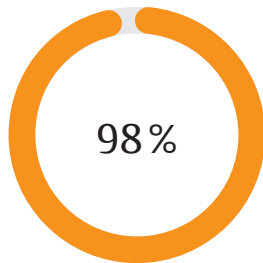
**GIVE US A CALL OR DROP  
US A MESSAGE.**

# We all negotiate every day – but are you getting the most out of it?

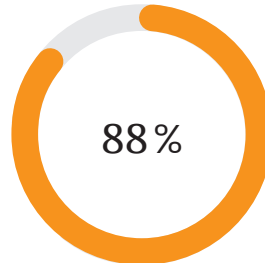
Grow professionally and personally with En GardE through negotiation successes.



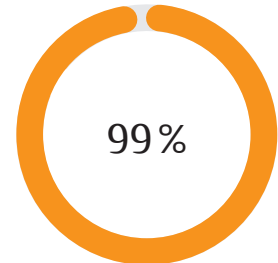
See our references on our website.



“My negotiating skills are so much better since my training.”

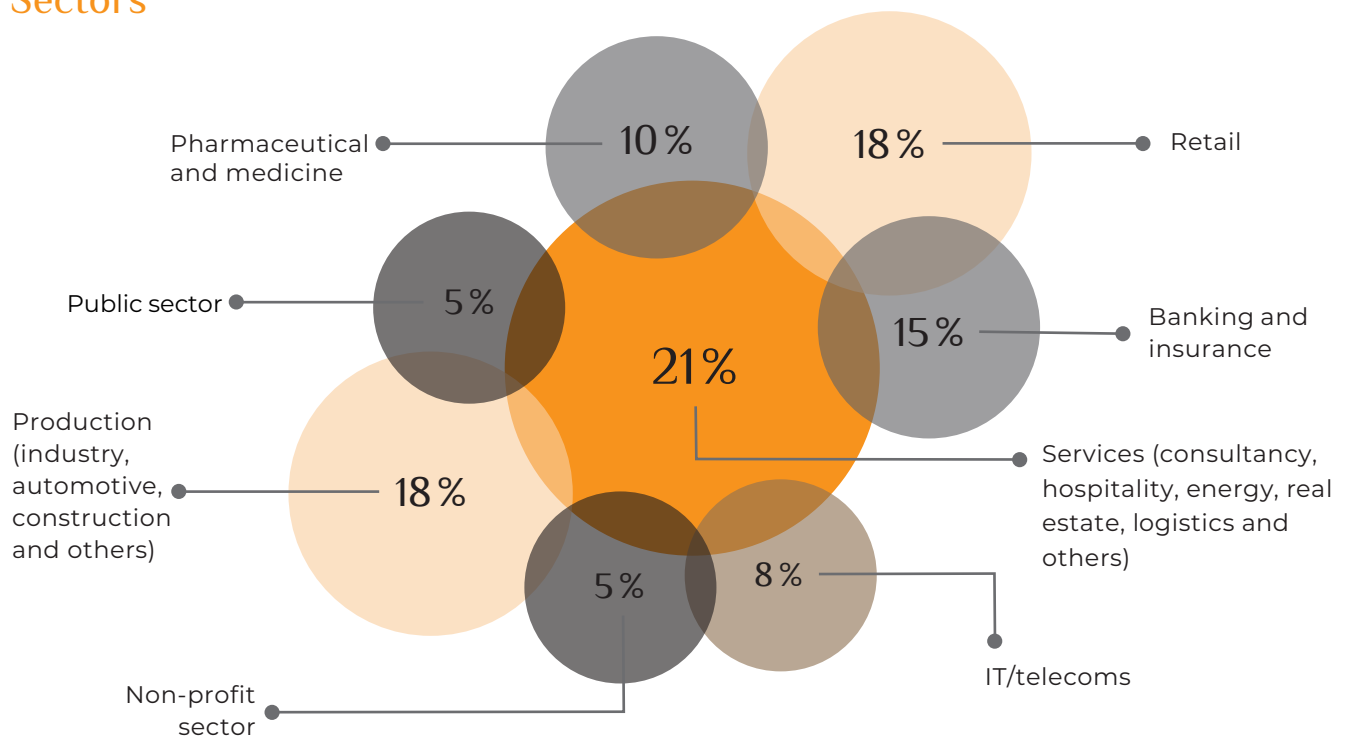


“I can already quantify the benefit at 10,000 euros, probably more.”

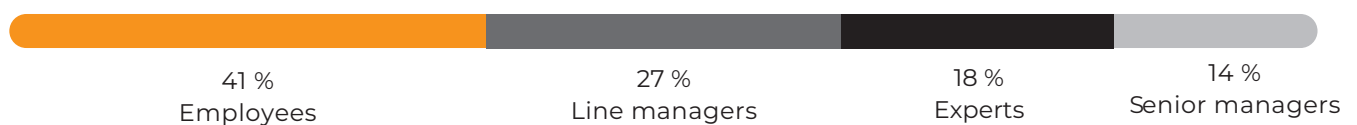


“I would recommend En GardE to everyone.”

## Sectors



## Levels





Check all details online and book direct.

# En GardE negotiation training

For the best results in every negotiation situation.

## Effective business negotiations: 3 days

This seminar will provide you with indispensable skills for measuring negotiation success. Challenging practical exercises guarantee three intensive, enlightening, and above all profitable training days.



## Effective business negotiations: 2 days

This two-day course has been designed for people with no more than two days to spare and who want to limit themselves to the En GardE core concept (5 Chrono phases).



## Aces workshop: 1 day

Aces boost your negotiating position and give you more room for manoeuvre. You learn to anticipate your counterpart's reaction and prepare professionally.



## Practise day: 1 day

The only way to internalise new behaviour is to practise constantly! You will get the chance to practise using complex - or your own- negotiation cases, consolidating the skills you have learned and making sure you're ready to apply them in practice.



## En GardE Master Class: 2 days

Some negotiations are particularly difficult, some discussion partners extremely hard to crack. In this intensive training we will get you up to speed for particularly challenging negotiation situations.



## Successful price negotiations: 2 days

Practice-oriented course for everyone who wants to secure clear benefits in purchasing and sales; talk about and negotiate prices more successfully and profitably.



## Crime scene negotiation: 1 day

Use crime-solving techniques to quickly uncover whether your counterpart is bluffing, trying to trick you or even lying, and what you can do about it. Sharpen your senses.



## Negotiating success on the web: 4 half-days

Take away the eye contact, proximity and non-verbal feedback, and negotiations are not only shorter but usually also trickier. This training course will enable you to successfully master telephone and online negotiations.



## Key



Also bookable as public training



Also bookable as online training



Exclusively bookable as in-house company training

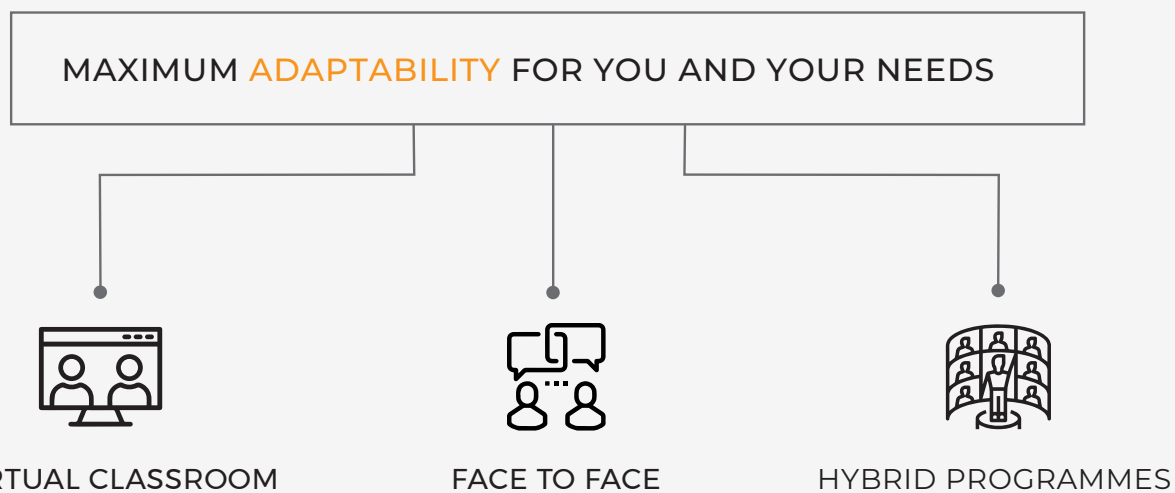


Exclusively available to course participants who have already attended "Effective business negotiations"

# Virtual and hybrid training programmes

Negotiation success in every setting – no better preparation for the future of negotiations.

En GardE negotiation training is memorable, intensive and practice-oriented. All En GardE themes can be booked in different formats, and you can also put together an individual mix to suit you and your team. Current, market-oriented practical cases for an easy transfer to your professional setting. **Give it a go.**



## Tailored solutions for your negotiating success

### BUILT AROUND YOU

You yourself determine the focus, the timeframe and the location.

### BETTER TERMS

In-house training is more cost-effective for groups of just 6 or more..

### TEAM BUILDING

Your team will bond as a result of the challenging training situations.

### CUSTOMISED CONTENT

You can work on your own practical examples.

### SOLUTIONS FOR YOUR ISSUES

You benefit from solutions to your negotiations.

### ABSOLUTE CONFIDENTIALITY

Your employees will train with their colleagues.



Please get  
in touch.

## Corporate Negotiation Strategy

Process, people and personalities in harmony – for a sustainable negotiation strategy for your company.

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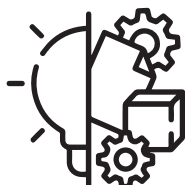
*Every relevant change in everyday business is directly linked to negotiation.*

**Bernd Schnabl, Managing Partner**

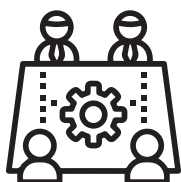
Our Corporate Negotiation Strategy consists of a multi-stage development process. The aim is to make existing negotiating skills in the company visible, to analyse them and to continuously elevate them.

By making sustainable changes to learned behaviour, on both an individual and a group dynamic level, you will create improved and consistent negotiation expertise in your company.

### The Corporate Negotiation Strategy consists of 3 modules:



The **workshops** create a common starting point and a qualitative standard of negotiation expertise in your company. The preparation and follow-up, target definitions and scope of responsibility are defined. The focus of this level is on synchronising what you have learned with your organization's specific environment.



In the **training** sessions, participants spend 80% of the training time in concrete negotiation situations. All participants receive individual feedback from the trainer team. Using Double Picture Video (DPV) technology, participants are shown their individual behavioural patterns and how the discussion and negotiation dynamics have evolved.



The **coaching** takes the form of diagnostic analysis to assess skills. This highlights areas of potential and relevant fields of learning. Participants have the opportunity to take part in individual coaching sessions and receive a comprehensive KODE® competence profile. This enables them to further optimise their own personal negotiation skills.



Visit our website for further information.

## Negotiation consulting and advice

In difficult cases, fall back on security, experience and strategic negotiating skills.

Do you have to conduct difficult negotiations? Negotiations where there is a lot at stake or where the risk of conflict, factual or interpersonal is particularly high? We will help you build your negotiation team and develop your strategy.

In critical situations, our consulting experts pitch in: in important negotiations, difficult discussions or potential conflicts, you can rely on our expertise and experience. Whether with individual coaching, accompanying advice or even an active role in your negotiating team.

We offer a package of individual services to make your negotiations even more effective and profitable for you. Together we analyse your interests, goals and potential and use this as the basis to decide on strategic and tactical packages.

## Our consulting service for you

### PHASE 1 Preparation

- Analysis of potential
- Key stakeholder analysis
- Leverage and pressure point Analysis
- En GardE strategic planner
- Aces workshop and stumbling blocks
- Practical sessions
- Tactics and tools

### PHASE 2 Negotiation

- Support
- Feedback and team inputs
- Potential on-site presence during negotiations
- Strategy and tactics

### PHASE 3 Analysis

- Analysis workshop
- Results analysis
- Error analysis
- Feedback and lessons learned
- Recommendations and planning for next steps

### PHASE 4 Future

- Shoring up, implementing and realising results
- Planning a follow-up strategy and lessons learned for the future
- Development, knowledge management, in-house synergies

# En GardE International



Scan QR code  
and follow us  
on LinkedIn.

International brand quality in 5 countries makes international training and CPD programmes straightforward and simple with a reliable partner.



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