



Investigating negotiation

Uncover lies, bluffs and tricks in negotiations using criminalistic methods



A trivial offence or something that's only just still legal? When it's really important negotiators will use every trick in the book to get what they want. Winning is their only option. This special En Garde training seminar will show you how to easily see through your negotiating partner's bluffs, tricks or even lies, and what you can do about it.

Target group

This seminar is for those who want to be able to see through their counterparts' lies, bluffs and tricks and know.



EN GARDE
Verhandlungstraining

Training content

- new perspective, looking into lies, deceit and pretence from a psychological point of view
- Benefiting from your negotiating position, using power skilfully
- Effective interrogation techniques, questioning motive and getting to know the background story
- Solving cases differently, working on a crime case study with »ABF«
- Observing with a »magic eye«, sharpening one's own perception and thus achieving more in negotiations
- Business transfer with numerous special tools, exciting exercises and helpful tools

In-house training

In-house training seminars are available for groups of six or more.
You choose the date and location!

This training is available in German: Tatort Verhandlung

Contact us. We will be delighted to advise you.

We are happy to advise you on the perfect training for you.



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