



## INVESTIGATING NEGOTIATION

*Uncover lies, bluffs and tricks in negotiations using criminalistic methods*

2-days intensive training programme – in English

**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.

### TRAINING CONTENT

- A 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

### BENEFITS

- Better negotiation results: achieve better prices, services and terms by negotiating more effectively.
- More effective approach: start your negotiations in a structured manner by managing negotiations without making bad compromises.
- Save time: cut down on the time needed for negotiations within your organisation by using targeted negotiation techniques.

### TARGET GROUP

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

### REGISTRATION & QUESTIONS AUSTRIA

T +43 1 522 35 95  
austria@engarde-training.com  
www.engarde-training.com

### GERMANY

T +49 6190 888 541 0  
germany@engarde-training.de  
www.engarde-training.de