WOBI PRESENTS
THE EXCLUSIVE
MASTERCLASS ON
NEGOTIATION with

GEORGE KOHLRIESER

WORLD-RENOWNED
ORGANIZATIONAL AND
CLINICAL PSYCHOLOGIST
AND EXPERIENCED HOSTAGE
NEGOTIATOR

IN THIS MASTERCLASS
YOU WILL LEARN:

- The psychology behind negotiation and its role in the workplace
- Negotiation pitfalls and how to lead through bonding with others
- How to have clear & effective communication between colleagues, leaders and clients
ABOUT

GEORGE KOHLRIESER

World-renowned organizational and clinical psychologist and experienced hostage negotiator

Organizational and clinical psychologist and Professor of Leadership and Organizational Behavior at the International Institute for Management Development, George Kohlrieser’s research focuses on high performance leadership, high performance teamwork, conflict management, dialogue and negotiation. He is also a Police Psychologist and Hostage Negotiator focusing on aggression management and hostage negotiations.

Director of the High Performance Leadership Program at IMD, Kohlrieser has expanded from the world of clinical psychology and crisis negotiation into the world of executive education and corporate leadership training, making significant contributions to understanding the role self-mastery and social dialogue has in helping leaders sustain high performance through lifelong learning.

Kohlrieser is the founder of Shiloah International, a consultancy offering integrated programs to a wide range of organizations and is the author of the award-winning bestseller Hostage at The Table: How Leaders Can Overcome Conflict, Influence Others and Raise Performance.

“

The day you think you know everything and arrogance gets in the way of curiosity and discovery, that is the day you stop being a leader

George Kohlrieser
SESSION 1  2 hours

THE FUNDAMENTALS OF NEGOTIATION - NEGOTIATION AS A RELATIONSHIP AND NOT JUST A TRANSACTION

- What hostage negotiators know and do to get an over 90% success rate
- The art of concession making as a key to high impact negotiations
- The neuroscience of negotiation – the role of loss aversion in playing to win vs. not to lose

MANAGING CONFLICT IN THE NEGOTIATION PROCESS

- Understanding resistance to change, dealing with difficult behaviors, and preventing the cycle of escalation
- Turning an adversary or enemy into an ally
- Personality factors and person effect in dealing with conflict
BUILDING TRUST – THE NEGOTIATOR AS A SECURE BASE

- The power of dialogue to build bridges and common understanding
- Understanding implicit bias and nonverbals
- The power of language, the impact of words, and how to deal with blocks to dialogue

THE ROLE OF LEADERSHIP IN NEGOTIATING

- Dealing with deadlocks, impasses and when to walk away
- Negotiation and leadership styles – similarities and differences
- Planning for future negotiations - learnings and action plans
BENEFITS

- **Full Access**: Access to the On Demand content for 30 days
- **Executive Summary**: Written overview of key learnings from each session
- **Multi-Language**: All sessions available in English, Spanish, Italian and Portuguese
- **Content**: 4 hours of content

PRICES

<table>
<thead>
<tr>
<th>INDIVIDUAL</th>
<th>GROUPS</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>249 USD</strong></td>
<td><strong>639 USD</strong></td>
</tr>
<tr>
<td><strong>5 tickets</strong></td>
<td><strong>1,039 USD</strong></td>
</tr>
<tr>
<td><strong>10 tickets</strong></td>
<td><strong>1,999 USD</strong></td>
</tr>
</tbody>
</table>