



WOBI ON NEGOTIATION

**WOBI PRESENTS
THE EXCLUSIVE
MASTERCLASS ON**

NEGOTIATION with
**GEORGE
KOHRLIESER**

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



MASTERCLASS SESSIONS

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

2 **4** **DIGITAL**
SESSIONS HOURS TOTAL MASTERCLASS



MASTERCLASS SESSIONS

SESSION 2

2 hours

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

2
SESSIONS

4
HOURS TOTAL

DIGITAL
MASTERCLASS



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

INDIVIDUAL	GROUPS
249 ^{USD}	3 tickets 639 ^{USD}
	5 tickets 1,039 ^{USD}
	10 tickets 1,999 ^{USD}



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