



Learn the negotiation secrets featured on



NEGOTIATION FOR BUSINESS LEADERS

LEARN TO CONTROL HIGH STAKES SITUATIONS WITH SECRETS FROM THE FBI'S LEAD INTERNATIONAL HOSTAGE NEGOTIATOR

Learn secrets that will blast your negotiation skills to the next level from an expert who has successfully negotiated high-stakes crises around the globe.

You'll learn techniques proven in high-stress hostage and kidnapping negotiations that you can apply to your critical business negotiations:

- *Gain the upper hand in any negotiation*
- *Make effective negotiating second nature*
- *Learn to negotiate deals that last*
- *See an immediate positive impact on your negotiation outcomes*

Chris Voss is the FBI's former Lead International Kidnapping Negotiator.

As a seasoned global negotiator, he provides negotiating services to companies for high stakes situations and deals, and trains businesses and individuals to become masterful negotiators themselves.



Who should attend this course

- Project Managers
- Upper Management
- Operations Managers
- General Managers
- Department Heads
- Team Leaders
- Sales Professionals

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For more information:
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Did you know it's good to get a "no" when you negotiate?

Do you know the "F" word of negotiation?

LEARN THE TECHNIQUES USED BY THE FBI TO DOMINATE HIGH-STAKES NEGOTIATIONS

Chris Voss trains businesses and individuals to use the techniques he used as an FBI negotiator to get the "yes" in any situation.

Voss is a 24-year veteran of the FBI where he directed and advised teams in a variety of investigations, liaisons, and collaborations on global objectives in major countries and cities around the world.

Voss has taught negotiation techniques at The McDonough School of Business at Georgetown University and Harvard Law School. Now you can gain access his toolbox of techniques in this exclusive course.

Chris has been featured discussing the use of these techniques in critical situations on [CNN](#), [ABC](#) and [Fox News](#).

Negotiation for Business Leaders

2 sessions, 8 hours per session

16 PDUs/16 Professional Education Hours offered for this class

This course is designed to help you easily pick up the skills that will blast your negotiation performance to the next level and establish habits that will give you the upper hand in all your negotiations. You will participate in powerful simulations and will see an immediate impact on your negotiations.

Topics covered include:

- The difference between kidnapping negotiation and business negotiation
- Negotiation principles you could use effectively with a terrorist or serial killer and why they will work effectively with an executive, colleague or corporate raider
- How to handle the unexpected in negotiations
- The importance of emotional intelligence and how it correlates to business success
- Why negotiating price alone is not enough
- How to gather information in the course of a negotiation in order to create a lasting agreement
- How to prepare to assume control once high-stress negotiations begin



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