

CERTIFICATE

Mathias Schmücker

sucessfully completed the

PROFESSIONAL NEGOTIATOR®

certification on

Zurich, 04/10/2024

Training content:

The new principles in global negotiations

Learn from the FBI

Play to Win – not to Win-Win

Force the negotiation into an escalation

4 Ways out of a Deadlock

Zurich, Switzerland



Matthias Schranner – CEO
Schranner Negotiation Institute