VERHANDLUNGS
PERFORMANCE
CONSULTING

CERTIFICATE

this is to certify that

Tobias Rist

from July 11th - July 12th, 2023, attended the workshop

Effective Influencing in Business Negotiations

conducted by Verhandlungsperformance Academy at Favorite Parkhotel, Mainz.

Trainer: Gary Noesner & Andreas Winheller

Core topics of the workshop:

- Strategic Engagement with the BCSM Model
- Trust & Rapport in Negotiations
- Influencing Toolbox
- Overcoming Resistance
- Deescalation and dealing with Over-Emotionalized Opponents

Mainz, 12th of July, 2023

Gary Noesner

Andreas Winheller