

negotiating:
scientifically sound.
practically applicable.

**EGGIMANN
STÖCKLI &
PARTNER**



OUR PROMISE

SCIENTIFICALLY SOUND.

We are always at the cutting edge of science and actively conduct empirical **NEGOTIATION RESEARCH**. We provide you with the most current and essential research findings at first hand – a decisive advantage for you and your negotiating success.



PRACTICALLY APPLICABLE.

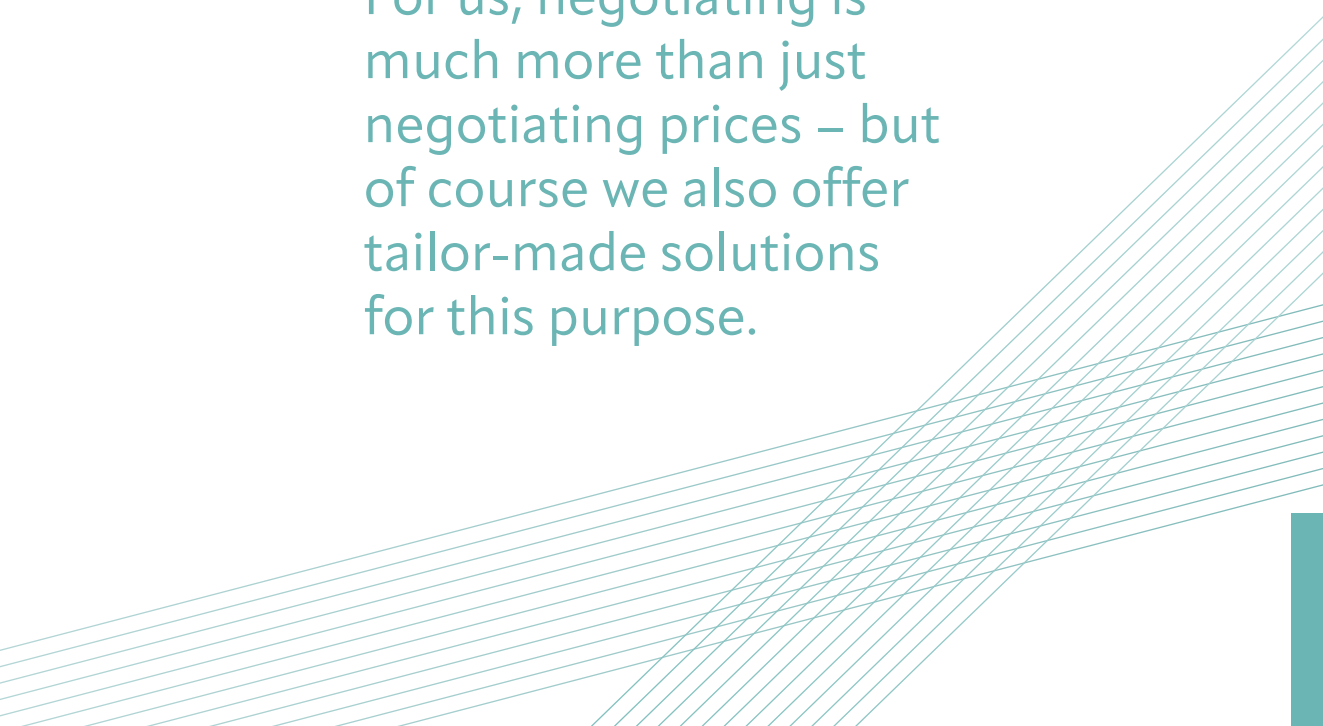
We make science practically applicable. Through **TRAININGS** and **CONSULTATIONS**, we show you how to implement the empirical findings in your negotiations in a promising way. In **ASSESSMENTS** specifically tailored to negotiations, we identify the best negotiators, record their development potential and thus make a significant contribution to the success of your company.

OUR TARGET GROUPS

You negotiate when you cannot achieve your goal without the cooperation of other parties. Our offer therefore benefits people who, for example ...

- ... have **MANAGERIAL ROLES** and want to persuade other companies to cooperate, convince the management of a change in strategy or motivate their employees to additional efforts in challenging times;
- ... are responsible for **PERSONNEL SELECTION** and would like to win sought-after talent for their company or select candidates with the necessary negotiating skills;
- ... have a **LEGAL PROFESSION** and wish to bring the opposing side to a fair settlement or defendants to a confession;
- ... are active in **TRADE** and would like to win new customers or negotiate optimal purchasing conditions;
- ... have founded a **START-UP COMPANY**, want to retain customers and secure good conditions;
- ... work in **POLITICS** and want to convince other parties of their programme.

For us, negotiating is much more than just negotiating prices – but of course we also offer tailor-made solutions for this purpose.



OUR OFFER

ASSESSMENT

Do you want to find the **BEST NEGOTIATORS** for your company and not leave personnel selection to chance? We develop requirement-specific selection procedures and thus find the „perfect fit“ for you.

Do you want to specifically **DEVELOP THE NEGOTIATION TALENTS** in your company? We identify the development areas of your high potentials and, if desired, put together individual training programmes to maximise their negotiating success.

ASSESSMENT

CONSULTATION

Do you want to **PREPARE** yourself or your employees for difficult negotiations? We analyse your negotiation situations, develop suitable strategies and, if you wish, accompany you in your negotiation process.

Are you **STUCK IN** deadlocked negotiations and struggling to identify the best move? We identify the causes and pitfalls and develop solutions to overcome the hurdles and get the negotiations back on track and to a successful conclusion.

Do you want to systematically **REFLECT** on past negotiations in order to become even better? We are at your side and show you concrete optimisation possibilities.

Do you want to continuously **REVIEW** and **IMPROVE** your negotiation successes? If necessary, we conduct specific research into your problem to provide you with optimal support.

CONSULTATION



TRAINING

Do you want to give your company a **COMPETITIVE EDGE** by providing your employees with research-proven know-how for their negotiation practice? We develop customised trainings for your needs and teach you practical knowledge and skills. With our own negotiation simulations, you can apply the theory into practice. If you wish, we can customise the simulations to realistically depict the unique challenges of your own negotiations to maximise the learning effectiveness.

Do you want to keep your negotiating partners satisfied and maintain **SUSTAINABLE, PROFITABLE BUSINESS RELATIONSHIPS**? With our evidence-based inputs, you are in a position to positively influence the satisfaction of your customers and business partners and therefore grow your economic success.

Do you have **SPECIFIC QUESTIONS** on the topic of negotiation?

We show you, for example,

- the most promising strategies to achieve the best possible result in price or wage negotiations in various situations;
- what you need to focus on when observing and assessing your counterparts to avoid jumping to conclusions that lead to unfavourable developments in negotiations;
- how cultural background or gender can affect negotiations and how you can apply these insights to your negotiation practice.

TRAINING



OUR TEAM

Science and practice are not opposites. They complement each other. Our team offers you the best of both worlds. We have scientists who conduct negotiation research and develop assessment centres, and we have practitioners who are professionally involved in complex negotiations.

FOUNDING PARTNERS



Dr. Nadine Eggimann

Personality
psychologist

Expertise in the field
of assessment centres

Dr. Peter Stöckli

Business
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Expertise in negotiation
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