

Wolfgang Boenisch

Speaker, Trainer, Coach at The Art of Negotiation

Hamburg Area, Germany, , DE

Master of Negotiation Arts

Description

More than 35 years of professional experience in all kind of negotiation. As a police officer, as a sales-rep, as sales-director, as trainer, speaker and ghost-negotiator.

Some phrases to be found:

BÄnisch, Verhandlungsexperte, bestnegotiator, Werkstatt,

Availability

Keynote, Workshop, Corporate Training

Industry Expertise

Automotive, Corporate Training, Pharmaceuticals

Topics

Negotiation, Sales Process, The Art of Negotiation, Heartball Negotiation

Affiliations

DGSL, GSF, German Speakers Association

Past Talks

Heartball Negotiation - Better Results through Positive Emotions

PSASA Convention

Education

FernuniversitÄt Hagen

Diplom-Kaufmann economics

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