



Europe's Top Advisor on Negotiation

Matthias Schraner is a negotiation expert. He was trained by German police and the FBI for the most difficult negotiations. As a consultant, he supports the UN, global corporations, and political parties with his Schraner Negotiation Institute (SNI) during difficult negotiations.

He serves as adjunct Professor for negotiations at the St. Gallen University in Switzerland and Warwick/UK, and he is President of the SNI LLC New York.

Matthias Schraner has taught and advised on negotiation to corporate and government leaders in more than 40 countries, including United States, Russia, Ukraine, China, Singapore und Japan. Numerous Fortune 500 Companies use his proprietary Negotiation Scorecard® for negotiation support.

He is the author of the books "Negotiations on the Edge", "The Negotiator" and "Costly Mistakes", and has published numerous articles.

His engaging and thought provoking speeches are a true eye-opener for his audience.

Topics (Selection):

- Negotiations on the Edge
- Strategies and Tactics for Difficult Negotiations
- The Future of Negotiations

Publications (Selection):

- Costly Mistakes, 2011
- Negotiations on the Edge, 2008