



The
Negotiation
Academy™

CLAUDIA WINKLER

THE NEGOTIATION
ACADEMY

Speaker Kit



featured in



International Business Times .

DAILY NEWS *The Telegraph*

www.necademy.com

WELCOME



Throughout my life, I found two things to prove true: *'If you want it bad enough, you will have it'* and, *'What got you here, won't get you there'*.

Growing up in rural Austria, I did not think I could one day go to an elite US law school. Struggling with dyslexia throughout my childhood, no one expected I would go on to train thousands of professionals around the world.

Good is the enemy of great. As human beings, we often become too comfortable with where we are. Things work *just fine*, we are *content*, life is *good enough*.

The most successful people, however, never stop developing, never stop striving for excellence, and never stop thinking about the skills that will get them to the next level.

As a speaker, I challenge old stigmas, bring fresh perspectives and passionately share the 21st-century skills that enable people to move to the next level.

I believe that the art and science of effective negotiation and communication is a force that can break walls and build bridges.

I support a new generation of professionals and businesses, challenged with the most fierce competition in history. Those, who have understood, that subject matter expertise is no longer the biggest success factor.

I am on a quest to help leading professionals and organizations across the world, who truly want to stand out and move to the next level, apply these forces to their careers and businesses.

Join me on the journey!

A handwritten signature in black ink that reads "Audie". The signature is written in a cursive, flowing style.

SPEAKING TOPICS

A regular speaker at leading international conferences with audiences of 2,500 and more, including leaders in law, business, finance, recruiting and procurement, Claudia regularly speaks on topics such as:



Consensual Dispute Resolution

Bringing Mediation and Negotiation to the forefront of 21st-century dispute resolution

Client-Focused Communication

Successful communication lies in the how, not in the what

The Era of the 'Dispute Professional'

The tools, skills and mindset for the dispute resolver of tomorrow

Interest-Based Negotiation

Better deals and more satisfied clients with the Harvard Win-Win principles

Client Satisfaction Secrets

What science and negotiation research show us about winning and keeping happy customers

Communication & Negotiation Across Cultures

How cultural differences in trust, power, persuasion and communication influence decisions in your global work

How to win clients and influence people

The surprising psychology of negotiating and communicating with people



BIO

Dr. Claudia Winkler holds an LL.M. from Harvard Law School where she has trained extensively with the Harvard Negotiation Project. She was a Fulbright scholar and also holds a Master's and Doctor's degree in European and international law from the University of Linz.

As a negotiation trainer and communication coach, Claudia has helped 4,500+ lawyers boost their legal practice and get ahead in their careers. Her online clientele expands across 126 countries and she has been conducting live workshops and trainings for top firms across Europe, the United States, Latin America, Asia, Africa, the Middle East and Australia.

Claudia is a frequent speaker at legal and business conferences around the world and has shared the stage with leading personalities like Hugh Hilton, Apple co-founder Steve Wozniak, Michael Douglas or Mel Gibson, speaking to audiences of 2,500 people and above.

CONNECT WITH CLAUDIA



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TESTIMONIALS

"Business and legal negotiations are increasingly based more on science than art. One can count on one hand the number of people with the knowledge and experience to provide effective, practical training. Claudia Winkler is unquestionably one of them."

MICHAEL MCILWRATH
GLOBAL CHIEF LITIGATION COUNSEL, BAKER HUGHES (GE)

"Claudia is a very talented individual and trainer. I've worked with her in a number of contexts and I've always been impressed."

PROF. JOEL LEE
NATIONAL UNIVERSITY OF SINGAPORE

"Claudia's negotiation training was an exhilarating and enriching experience. It showed how knowing the core framework for interest based negotiation along with the little negotiation secrets can make a long lasting difference in your everyday success."

SWATI JOSHI
ASST. MANAGER, FIDELITY INVESTMENTS

"Creative, smart, passionate. Claudia made us reconnect with our negotiation skills and strategies, showing us how to make the most of them and how to have a great time in the process."

IZABELA ZIELINSKA
CO-CHAIR, IBA REAL ESTATE COMMITTEE

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Claudia with Mel Gibson



Claudia with Apple co-founder Steve Wozniak



Claudia with Hugh Hilton

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