

# **Wolfgang Boenisch**

**Speaker, Trainer, Coach at The Art of Negotiation**

Hamburg Area, Germany, , DE

Master of Negotiation Arts

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## **Biography**

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: Bönisch, Verhandlungsexperte, bestnegotiator, Werkstatt,

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## **Availability**

Keynote, Workshop, Corporate Training

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## **Industry Expertise**

Pharmaceuticals, Automotive, Corporate Training

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## **Areas of Expertise**

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

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## **Affiliations**

GSF, German Speakers Association, DGSL

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## **Event Appearances**

**Heartball Negotiation - Better Results through Positive Emotions**  
PSASA Convention

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## **Education**

**Fernuniversität Hagen**  
Diplom-Kaufmann economics

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