



Friedhelm Wachs

- is a top level strategy consultant to CEOs, CFOs and COOs as well as Prime Ministers and Governmental Leaders.
- is specialized in Negotiation, Leadership, Strategy, Change, Crisis, Sales, Distribution and Communications and knows not only to perform but to motivate his audience.
- has extensive experience in working with high potentials as an educator and teaches in Asia, India, the Americas and EMEA. He is an International Training Fellow and Faculty of the JCI University (USA, Japan), teaches among other universities on International Management at HHL - Leipzig Graduate School of Management (Germany), which is rated as the top level private business school in Germany. It's Negotiation Program is related to the Harvard University Programs (Business and Law School). He is a Member of the Advisory Board of HHL . In his research he has focused on theory and practice of negotiation particularly in international settings as well as on the theory and applications of decision making routines in management science.
- A Chief Executive, Boardmember and President of a group of companies

Friedhelm Wachs is an internationally recognized and award winning 5 star speaker, speaking on issues like Strategy, Leadership, Negotiation and Future:

It's all about Strategy – Clausewitz and Wachs on negotiation strategies

Negotiate to win

Futureday 2030

Goals are more than aiming high

Negotiation Profiling – a powerful tool to prepare your next negotiation

The orchestra of goals – how to plan your life, all the different roles and bring it to concert

Our future 2030 – how our world is changing and what impact it will have on our life

Friedhelm Wachs, President

European Negotiation Institute e.V. - An Independent Private Institution -

D - 04105 Leipzig, Lortzingstreet 13, Email: wachs@e-n-i.eu