



PROFESSIONAL
DEVELOPMENT



IPLS BERLIN
29TH-1ST OCT 2025

NEGOTIATION STRATEGIES

A Practical Approach
based on Science

OUR EXPERIENCED FACULTY:



ANJA HENNINGSMEYER

Trainer for negotiation, presentation,
business networking



MONDAY 29TH SEPTEMBER



10.30AM – 1.00PM



Hilton Berlin
Mohrenstrasse 30
10117 Berlin



NEGOTIATION STRATEGIES

NEW FOR IPLS BERLIN: PROFESSIONAL DEVELOPMENT

Opportunity to extend your knowledge by attending one of our specially developed workshops

Professional negotiators know that they always negotiate on two levels: prices, projects and conditions, which are negotiated openly.

Points on the so-called 'hidden agenda' are rarely uncovered, even though they often play a decisive role at the negotiating table – and can lead negotiations to a deadlock situation.

Negotiating skillfully starts with your own mindset. Being aware of your own thoughts and impulses is a prerequisite for strategic action. Insights from scientific negotiation theory and brain research can help.

In this workshop we will take a closer look at:

- Some of the mistakes that are unfortunately made all too often in negotiations.
- Impasse Strategies
- The future: Will artificial intelligence (AI) soon be conducting negotiations for us?

REGISTRATION

Additional Fee required: €300 per workshop
Discounted €500 to attend both



REGISTER NOW

Biography: Anja Henningsmeyer

For 15 years, until 2023, Anja Henningsmeyer was the Managing director of the Hessen Film and Media Academy (hFMA), the network of the 13 state universities in Hesse.

She holds seminars at universities and in companies throughout Germany and internationally on topics related to successful professional communication: negotiating, presenting and networking.

She is a certified advanced negotiator and author of the book "Denn Sie wissen, was Sie tun. How Women Negotiate Successfully." (Campus Verlag, Frankfurt) and was a lay judge at the Frankfurt District Court for 5 years.



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