

Black Belt Negotiating - speaker profile

Title: How to become a Black Belt Negotiator

Date: **Guernsey** - Wednesday 10 October 2017, **Jersey** - Thursday 11 October 2017



Tom Flatau, MD Teamworking International Tom is an international speaker whose clients include names such as Louis Vuitton, American Express, Siemens, HSBC, Emirates, Unilever, and City University.

Tom is a Fellow of the Institute of Leadership & Management, an executive coach and sales and negotiation trainer. Tom has a first degree in Information Systems and a Masters degree in Business Analysis & Systems Design.

Tom's academic career included posts at Universities in London & the US. He used this experience and his later managerial career to develop the accelerated training methods that are unique to TWI Ltd. Tom's work is based on understanding human instincts and behaviour, derived from up-to-the-minute research in the fields of neuroscience and positive psychology.

Tom helps people make positive changes to the beliefs, feelings and approaches that influence their work performance and interactions. Consequently, individuals become happier and more effective. Customer interactions are improved, with immediate and lasting benefit to the organisation.

