



# Prof. George Kohlrieser

Professor of Organizational Behavior at IMD and Negotiation Expert



## CSA CELEBRITY SPEAKERS

George Kohlrieser is an organizational and clinical psychologist. He is Distinguished Professor of Leadership and Organizational Behaviour at IMD Business School in Switzerland and consultant to global companies. He is a frequent speaker at management and professional conferences around the world including the World Business Forum, the World Economic Forum, and the United Nations.

**"A globally recognised thought leader"**

### In detail

George is the Founder and Director of the High-Performance Leadership Program, the flagship six-day IMD program for experienced senior leaders, and the Advanced High-Performance Leadership for former HPL participants. He is a notable media commentator on issues related to leadership, conflict, aggression management, and hostage negotiation, and had his own highly acclaimed radio call-in talk show in the US for over 10 years. His work has been featured in The Wall Street Journal, The Economist, The Financial Times, Forbes and other leading newspapers and magazines. He is also a police psychologist and hostage negotiator focusing on aggression management and hostage negotiations. He has worked in over 100 countries spanning five continents.

### What he offers you

An expert on leadership, negotiation and high-performance teamwork, Prof. Kohlrieser knows exactly how to get the best out of people. He uses his vast experience to show decision makers how to achieve sustainable high performance through inspirational leadership, adequate negotiation skills and by focusing the mind's eye.

### How he presents

An experienced speaker and teacher, Prof. Kohlrieser educates audiences with his highly enjoyable and motivating presentations.

### Topics

Inspiring Leadership and High Performance Teamwork  
How to Bring the Best Out of Leaders  
Conflict Management  
Using the Inner Mind to Get High Impact Results  
How to Save a Deteriorating Negotiation  
The Power to Influence  
Create Trust and Foster a Positive Mindset

### Languages

He presents in English.

### Want to know more?

Give us a call or send us an e-mail to find out exactly what he could bring to your event.

### How to book him?

Simply phone, fax or e-mail us.

### Publications

#### 2020

Podcast: Negotiating With Our Inner Emotions

#### 2012

Care to Dare (with Susan Goldsworthy and Duncan Coombe)

#### 2006

Hostage at the Table