

Emil Strunc



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Born in 1961
Negotiating Skills
Senior Consultant

*“From any
negative
situation you
will be able to
create value”*

*“Keep Your
Strategy Sim-
ple and Flexi-
ble. In the heat
of the Negotia-
tion you will
have to react
to circum-
stances.”*



Emil STRUNC is a Senior Consultant expert in Conflict Management and Negotiation. He is holder of a **D.E.S.S. & MBA** in Corporate Management and Conflict Management from Universite Jean Moulin Lyon III, France where he has been awarded the title of “Major de promotion”.

Expertise :

A long career in International Trading and the Banking sector allowed him to acquire an advanced mastery of the Negotiation techniques which he shared with high executives of multinational companies in Europe, Africa, Asia and the Middle-East.

He has concluded a tremendous number of negotiation seminars as he travels throughout the world teaching negotiation and advising corporate executives, bankers and attorneys on settlement and negotiation strategy. His international and multicultural experience is put at the disposal of a large number of multinational companies today.

Taking lessons from a multitude of commercial, financial, and legal negotiations he analyzed them in detail and drew the conclusions which he grouped together. He included it in the logic of “structured progress”, basis of Pearl&Clark courses and coaching sessions rich in relevant and practical advices.

During his consultant career, he conducted a tremendous number of seminars and coaching sessions to executives and leaders of multinational companies such as:

**SIEMENS
NBK
LEO BURNETT
CREDIT DU NORD**

**THALES
KPMG
IBQ Bank of Qatar
HALLIBURTON**

**JOHNSON & JOHNSON
PERNOD RICARD
DUBAI DUTY FREE
Etc...**