

Balthasar Fleischmann

keynotes-workshop-coaching

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Balthasar Fleischmann. In his active days as a police officer and undercover agent, he never had to fire his gun. Another weapon, however, was used regularly and it never missed its target. The handling of this accurate weapon can be learned by anyone. You don't need a gun license, the lectures and seminars by "sniper" Balthasar Fleischmann and the willingness to get involved with other people are completely sufficient.

You were often in life-threatening situations. How did you manage to keep it from escalating?

"Police officers, fire fighters, emergency doctors, as well as comparable professions, are trained. In addition to my experience, I have also used my instincts to be able to control difficult situations. For several years I have written my "techniques" as a methodology.

In life, even in conflicts, we are in three phases, in perception, processing / gathering information and in decision-making with implementation.

The better we move in the phases, the more successful we are in our results. So I was able to implement my measures as a police officer.

You say that communication is the most effective weapon with which one can change the expectations of the other person and thus the outcome of the situation. Does that work in every situation and with everyone else?

Basically yes. The question is, which appliance, as a police officer also which weapon in the literal sense, one ultimately uses.

The limits, however, also lie with the counterpart and his / her ability or willingness to perceive. Alcohol, drugs or extreme stressful situations can of course limit the achievement of goals. So the right choice can also be a "withdrawal" because the objective changes.

With police officers it's e.g. not to be injured or in business to postpone, because the interlocutor is currently not ready.

***How can I use the weapon of communication
in a targeted manner - equipped with the
Balthasar Fleischmann ammunition - for
example in a contract negotiation or an
employee appraisal?***

I teach the ICE method to the customers in my seminars.

The I stands for Perception, C for Corporate, E for Eliminate.

We can learn to change our perception, to sharpen it, to be more open and to change our perspective. Then it's about the evaluation, the assessment, the ranking. We put the initial situation in relation to our goals.

Finally, it is important to make the choice of the right appliances and to actually bring these into implementation.

The method is profitable for all situations. Speaking of which, if we manage to position the profit for our counterpart with him and link it to our goals, there is a high probability that we will be successful.



Insides



How can I learn to use my language and words correctly?

In addition to the choice of words, we have our body language and know that this makes up the majority of our language effect. Our body language reflects our true intentions, we can learn. We do that in our seminars, to reinforce our true messages. The big tip is "honesty", it convinces our interlocutor. The choice of words makes up the minor part, but it is best to steer. There are - as I call them - favorable and unfavorable words, some of them we should delete from our vocabulary completely and instead use other words.

We have over 300,000 words in German, the majority of Germans use just 5 percent of them. I think the potential of good words is underestimated. Read a lot, classic literature and surprise those around you with more flowery, poignant, vivid words.

In addition, when we can go deeper and assess our interlocutor, the words that are right for him work very well. If we have a kinesthetically oriented partner in front of us, we should..

Tat und Täter sollen unabhängig voneinander betrachtet werden. Aber wenn ich Angst vor dem habe, was der Täter tun könnte oder bereits getan hat, wie verhalte ich mich dann?

Bei meinem Rat der Trennung von Mensch und Handlung geht es nicht um akute Situationen, viel mehr um die Verarbeitung nach der Begegnung. Würde ich in über 30 Jahren Polizeidienst meine Gegenüber immer mit emotionalen Reaktionen bedacht haben, hätte ich nie Dienstende gehabt. Ich wäre ein Wutbündel, wohl sehr unbefriedigt in meiner Arbeit gewesen und hätte zu oft die Kontrolle verloren.

Davon auszugehen, dass jeder Mensch im Ursprung „gut“ ist oder war, und das das Leben ihn zu durchaus zu verurteilenden Taten gebracht hat, hilft allein uns, nach diesen Begegnungen gut und gesund zu leben.

Täter können im Leben auch Mitarbeiter, Kollegen und Vorgesetzte oder Geschäftspartner sein. Die Trennung des Verhaltens von der Person hilft uns in der vorgenannten Phase 1, der Wahrnehmung, objektiver, besonnener und wirkungsvoller zu handeln und auch mit schlechteren Ergebnissen gut zu leben.

The Lectures 60-90 minutes

Special times, better cooperation - we offer absolute cancellation options

**How can I learn to use my language
and words correctly?**

**NEW: The *ONLINE* format - all
lectures in live stream**



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On your chosen stage.

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The Balthasar Fleischmann team

Contact: management@balthasar-fleischmann.de

Scan to the online trailer

60-90 minutes



NEU: Das interaktive Webinar

Das Entscheiderkomplott



Decisions have to be made in all areas of life. Especially in challenging times, in private life, in the company, in all areas of life. And we experience decisions being made for us. How do these decisions come about? How do we come to the right decision?

Which decisions can we trust, what can and should we question?

In his new lecture “The Decision Complott”, Balthasar Fleischmann sheds light on the path to decision-making in an entertaining, impulsive and instructive manner.

What is your role as a decision maker? How are you perceived? What makes you a good decision maker?

Use the competence of the decision-making expert Balthasar Fleischmann for your event, your customers, your employees and your business partners. We appreciate your interest!

The decision maker academy team

The choice of weapons

The criminalist Balthasar Fleischmann knows the secret weapons of communication. In his job as a law enforcement officer and agent, he repeatedly had to act unexpectedly and make vital decisions in order to be able to arrest criminals. In your company, too, you know the weak points of your own team and therefore often have to make quick decisions. Effective communication techniques are essential here.

The speaker and former law enforcement officer Balthasar Fleischmann has observed, studied and analyzed the nature of communication through his multi-layered, professional activities, including as an agent, and developed his own successful methods, which he now explains in his lectures.

The base of the speaker's experience is his exciting, but also dangerous everyday life as an investigator in the civil service: There were very delicate situations for Fleischmann. He explains in his lectures: "You have to make quick decisions, rely on your intuition, on the know-how you have learned and always be prepared. This includes the pedestrian perception of the situation, or that the people involved can be properly classified." The speaker uses vivid examples to show what agents' techniques look like. Fleischmann skillfully transfers this clarity to confusing situations, such as decision-making processes in companies can sometimes be. Here also it is important to quickly determine who has which function, how the other communicates with his team and ultimately acts in the negotiation. The correct assessment enables clear communication with your own team, even if no prior arrangements could be made. Balthasar Fleischmann shows tips on how to successfully achieve solutions and goals through effective verbal and non-verbal communication. Time pressure is often a factor that makes communication between people work either poorly or not at all. Against this background, the law enforcement officer explains in his exciting lecture that "the choice of weapons" is important.

Lecture contents:

- The best techniques from agents
- Effective communication "disarms" the opponent
- Methods for analyzing situations quickly and correctly
- Decisions have to be communicated - tips for implementation
- Acting undercover: how to adapt skillfully in order to achieve your goals

Dead heroes are useless

Outbreaks of violence are on the agenda in enforcement officers. To prevent escalation, to play the hero and often act completely communication with the perpetrator creates and devastating misunderstandings.

In the business world, too. Almost everyone has experienced it once or several times when the air is "thick" before a meeting and then it escalates: Verbal outbreaks of violence are often the result. Instead of factual argumentation, people shout and insult others personally. This is a real explosive to disrupt teams permanently. Dispute is not the basis for achieving success together. "Violence - physical or verbal - is not a solution," says speaker and former cop Balthasar Fleischmann. He started his professional career as a law enforcement officer in the civil service. Since he was fascinated by communication and psychology, he used the numerous internal and external opportunities to further his education. Working as an investigator in the civil service, he gained formative experience, be it among hooligans or among dealers.

The speaker Balthasar Fleischmann uses exciting examples from his everyday professional life to describe where communication is goal-oriented and where it fails. "Dead heroes are of no use either in agent work or, figuratively, in business," concludes Fleischmann. It shows practical tips on how communication can be effectively and immediately improved in companies.

Lecture contents:

- How do you manage to grasp situations quickly?
- Tricks on how information can be quickly converted into clear communication.
- Don't panic - tips for making the right decisions in times of stress.
- De-escalation techniques - verbal violence is not a solution.
- Every second counts: How a team achieves its goals even under pressure.



everyday work of law
some team members try
wrong. Incorrect
threatening situations

Gangster, brains and handcuffs

Make quick and conscious decisions and handcuff the gangster. Quick decisions are just as important in everyday investigations as they are in many business negotiations.

Whether you are arresting the perpetrator or nailing your biggest competitor to the wall - long consideration will definitely not reach your goal.

As an investigator in difficult political scenes and among drug dealers, he often had to negotiate in hopeless situations. Making surprising decisions like an agent affects almost all areas such as personnel management, purchasing, marketing or sales. The goal of a negotiation is usually to be better than the competition or their counterpart. Balthasar Fleischmann says: "It's about deciding in seconds what is right so that the goal can be achieved without compromise." An essential appliance is a good apprehension that enables an immediate analysis to make the right decision and thus to win over the situation, the negotiation or the conversation. The 5 star speaker explains in a fascinating way tricks, techniques and backgrounds with which you can successfully wrap up a conversation situation in your favor. He consciously uses parallels from his law enforcement service and combines them with the experiences he made as a consultant for company founders. His lecture is a must for all managers who no longer want to accept lazy compromises. Most companies and firms in Germany have qualified employees and teams. However, despite the existing competence, success is often lacking. The competition is just better. The former investigator Balthasar Fleischmann has observed in his work what executives and managers fail at: The right communication. The former agent goes into this problem in more detail in this lecture.

Lecture contents:

- No compromises: How to implement your goals in negotiations
- How do you manage to grasp complex situations quickly?
- Tricks to sharpen your perception in seconds
- Tips for building trust under unfavorable conditions
- Techniques to quickly adapt to your opponent





"I followed Mr. Fleischmann's lecture with great success, as the methods and concepts he presented offer good starting points for quick and successful decision-making in fast-paced day-to-day business, as well as targeted communication. I am already looking forward to the publication of his book in order to be able to expand and deepen the knowledge. "

Markus Bembeneck / DFS Deutsche Flugsicherung GmbH / Branch Manager

"I took away from the lecture the knowledge about how the term nodule came about. I will probably never forget that again. But kidding aside - if you want to motivate listeners and give your guests an unforgettable impression, you are at the right place with Balthasar Fleischmann. Break the rules and make your event entertaining, exciting and entertaining without losing sight of the topic. Your participants will be in a good mood and highly motivated to continue this opening! Thank you, Balthasar Fleischmann, for the great entertainment! "

Olaf Lindner / KIP Deutschland GmbH / Technical Manager

Seminars on personal development

The lectures provide the impetus, we make real changes with a system.

Be the top

Learn the basics of decision making. Sharpen your senses, gain awareness and the ability to direct your life in the desired direction.

Be the hero

Ready for the next level? Here you will deepen your knowledge of the basics of decision-making. Improve your perception. Get to know yourself more intensively and, above all, better understand your fellow human beings, customers, employees and partners in all areas of life. Consciously use this ability to achieve your goals and to positively

Be the coach

You have all the decision-making skills, you are the master of your decisions and you are proficient in dealing with your environment. Now you are ready for the finishing touches. Learn how you can pass on your knowledge to others and become a certified decision-maker coach yourself. In this high-quality seminar, in a sophisticated atmosphere, I will give you valuable input in the way so that you can be successful, too.

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