

- We carry out negotiations on behalf of our clients.
- We prepare our clients for negotiations, including negotiation guidelines and simulations.
- We provide negotiation training and coaching to enable our clients to continuously profit from acquired negotiation skills and experiences.
- We offer an ex-ante conflict resolution service to prevent and avoid conflict situations.

We are happy to provide you with a personalised quote based on your individual needs.



We are passionate about our work  
and are specialized in finding  
tailor-made solutions for EU-related issues.

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# Negotiation Management Services

For over 20 years, InterRecherche has successfully supported its partners and clients to negotiate contracts, procurement issues and to solve disputes of commercial and non-commercial nature.

Our partners and clients are predominantly internationally operating companies and experts in the transport, energy, health and standardisation sectors. The encompassing cross-border activities of clients require an in-depth knowledge and understanding of the functioning of small, medium and large organizations and institutions.

Our team is skilled and experienced in resolving difficult and complex situations by applying recognized approaches and tools in the realm of negotiation and mediation techniques. We especially follow the principles of the Harvard Negotiation Project (inter alia Fischer/Ury "Getting to Yes").

## Our principles

**SEPARATE THE PEOPLE FROM THE PROBLEM**

**FOCUS ON INTERESTS, NOT POSITIONS**

**DEVELOP OPTIONS FOR MUTUAL GAIN**

**FOCUS ON USING OBJECTIVE CRITERIA**

## Our approach

We prepare and carry out negotiations on behalf of our partners and clients to solve disputes by finding extra-judicial solutions. In doing so our team relies on a comprehensive legal and business management expertise. Our negotiation management services abide by strict ethical and professional rules.

We strive for win-win situations. Thoroughly prepared and well-conducted negotiations enable our clients to achieve positive results in a rather short period of time. By relying on our services, they avoid excessive costs for fastidious and uncertain judicial procedures.

The preparation of a negotiation is a crucial step and condition for satisfactory results. Positions, expectations and arguments of the parties involved are carefully studied and assessed. The options of the parties are evaluated and monetized in a simulation exercise. In order to help the parties negotiate and agree on an extra-judicial compromise, we help elaborate suitable options to find common ground and a mutual benefit, which is the cornerstone of a successful negotiation.

The negotiation itself shall always be conducted in an agreeable and positive environment for all parties involved. We strive for a productive, empathic and fact-based negotiation to the mutual benefit of the parties.

## About us

### Stefan Zickgraf Managing Partner



Stefan is a trained lawyer with a 20-year track record in European affairs. Stefan started his career in a law firm in Cologne and is registered as a lawyer and a member of the Bar Association in Germany. After a first professional experience at the German Chamber of Commerce in Porto, Stefan has been working in Brussels and acquired significant experience with cross-border dispute settlement. He speaks English, French, Portuguese and Spanish besides his native German.



### Frédéric Maas Managing Partner

Frédéric is a trained Business Mediator and Negotiator (European Business School). He studied European governance and economics in France, Switzerland and Canada and holds Master's Degrees from Sciences Po Paris and the University of St. Gallen. Frédéric specialized in international projects, dispute management and conflict resolution. Frédéric's native tongues are German and French, and he is a certified and accredited translator for English, French and German.

Our network also encompasses mediators, law firms and conflict management experts with relevant international experience.