
Reference Letter – Negotiation Experts

We partnered with The Negotiation Experts in 2020 to design a custom negotiation training program for our internal Project Management certification Program.

Together, we developed three tailored ABB simulation games that have since become a cornerstone of the program.

Due to its success, we expanded the training to include Sales, Supply Chain, and Operations. Today, it's an extremely popular program, with strong word-of-mouth driving demand and nearly 1,000 graduates to date.

Participants consistently praise the realistic simulations and the in-depth feedback provided by The Negotiation Experts team.

We value the program's focus on learners' long-term retention, including a scored assessment three months post-training. This gives leadership clear insights into which skills are being applied and the results achieved. Graduates report greater confidence, a stronger focus on value, and significantly improved win-win outcomes in variation order negotiations. We're also seeing more collaborative relationships internally and with customers, along with measurable improvements in preparation using structured tools like SWOT Analysis, Pre-Meetings, and Trading Plans.

Yours sincerely,



Christoph Schoenhofen

Global Project Operations Manager Energy Industries, ABB Automation

Manager PM Certification Program, ABB Automation