

KUZIO-CONSULTING'S Winter Special:

Combine Your Business Seminar with a Family Event!

A
best practice
management seminar
and
exciting family activities
in an elegant and luxury
wellness hotel 5*!

Date:

March 21 – March 23, 2014

Location:

Hotel Alpine Palace,
Saalbach Hinterglemm (Austria)



Your Benefits

This event is an ideal combination of business and family activities.

Business Networking & Global Sourcing

Meet your future business partners at our sessions.



Management Seminar

Acquire top management knowledge and learn from best practices of worldwide leading corporations.

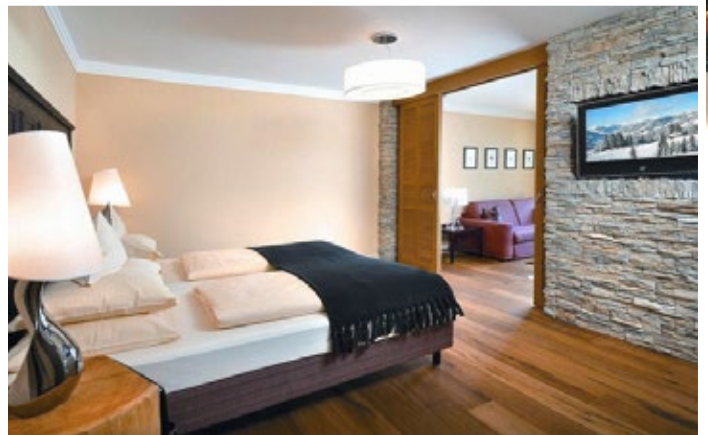
Have Fun With Your Family

and enjoy our surprise program including a special Saturday dinner in the mountains.



Wellness Hotel Alpine Palace New Luxury Resort 5*

*Enjoy one of the most attractive
winter areas of Austria ...*



... and the elegant 5 luxury
wellness hotel!*

Hotel Alpine Palace 5*
Reiterkogelweg 169
5754 Saalbach Hinterglemm
Austria

www.hotel-alpine-palace.com



Management Seminar Program

SATURDAY 09:00-12:30

Global Sourcing & Purchasing for Buyers Global Sales for Suppliers

*We create business partnerships with
Western European and Eastern
European companies.*



For this Winter Special we have invited several hundred Managers from both Western and Eastern Europe. Participants will have great opportunities during this weekend:

- companies from West can find appropriate suppliers and clients
- Eastern European companies will discover Western European clients and suppliers

CEE meets Western Europe – use this event to welcome your future business partners!



SATURDAY 13:30-15:00

Successful Negotiation Tactics & Techniques in Business for Buyers and Suppliers

From preparation to successful closing

*„In business, you don't get what you deserve – you get what you negotiate!“
(Chester L. Karrass)*

Why take „no“ for an answer? Successful people don't. They get what they want by negotiating better deals for both parties. Good agreements help you reach and surpass your goals – and they leave the other side better off at the same time. Based on this insight you will learn powerful negotiation strategies and tactics coupled with helpful reactions, if you are faced with these tactics yourself. Learn how to get what you want – benefit from effective negotiating!

Management Seminar Program

SATURDAY 15:30-17:00

Contract & Claims Management for Buyers and Suppliers

***Avoid risks and costs
proactively and professionally.***



Participants will benefit from the know-how of a top trainer (Ph.D. in finance and degree in law), who has many years of practical experience in international turn key project businesses, including numerous first hand contract negotiations.

Improve your contractual awareness and learn the most important highlights of contractual rights and obligations in order to secure your company's profit!

buying **Purchasing** project
contracts understanding strategies
sales arguments Emotions
Analysis **negotiation**
Best practices Conflict

SUNDAY 09:00-12:30

For Sellers: Behind the Curtain of Professional Buyers

Learn how professional buyers think and act!

Most sellers have no clue about the internal processes, strategies and tactics of purchasing departments. Therefore, they are not in a position to successfully win purchase orders.

Take your opportunity to learn the absolute truth and understand the what's and how's of the purchasing managers' work. Understand their motivation and argumentation. Learn how to avoid frequent mistakes and "deadly sins" of sellers.

Improve your sales behavior and increase your order intake and turnover figures!

Family Program



FRIDAY

20:00-21:00 Welcome Drink

in the Sky Bar of Alpine Palace with a fantastic view of the skiing slopes.



SATURDAY

09:30-11:30 Skiing Courses

for beginners and advanced skiers

12:30-13:30 Family Lunch

with the participants of the seminar

14:00-16:00 Skiing Competition

for children and adults

"The fastest wins!" – Fun for the entire family including surprises and a "snow devil"

16:00-18:00 Leisure Time

Enjoy your time in the fabulous spa of Hotel Alpine Palace which welcomes you for relaxation.



in Alpine Palace Saalbach Hinterglemm

SATURDAY EVENING

18:00-21:30 Special Dinner

All together

Traditional Austrian cuisine and music served on the top of the mountain and a drive with a slope-bully

21:30-22:30 Night Sledding

All together

Slide through the night with all your family! Extraordinary 5 km long fun for kids as well as adults!



SUNDAY

09:30-12:00

Snow Walking Tour

Unforgettable tour in the peaceful winter landscape of the Austrian Alps

12:30-13:30

Farewell Family Lunch

with the participants of the seminar

Your Trainers



Heinz KUZIO, Dipl.-Ing.
Management Consultant,
Trainer & Coach

Born in 1952, German citizen, living in Vienna since 2004. Expert in international purchasing & project management. Lecturer at applied sciences universities in Austria. Many years of successful professional experience in management positions for leading global corporations, e.g. SIEMENS (GER), ABB (CH+GER), ALSTOM (GER), VA TECH (AT) and more.



Harald WASTIAN
Outdoor &
Team Building Trainer

Born in 1965, Austrian citizen. Skiing instructor and Alpine guide. Austrian, European and World champion in an ultra triathlon team. Many years of experience in managing outdoor and sports activities for beginners and professionals. General manager at Nold Active, an expert for organizing active team building events for European companies.

Price for the seminar program: Euro 1.295,- per adult
Price for the family program: Euro 399,- per adult
Euro 299,- per child

*All prices exclusive taxes. Prices do not include hotel lodging and skiing equipment rentals.
Booking for hotel lodging should be made directly with the hotel.*

Registration for this event (no. KCBFE-2)

To register for the seminar and / or family program please choose the following options:

Option 1: Please [follow the link](#) and fill in the registration form on our website.

Option 2: Please send an e-mail to mail@kuzio-consulting.com including your postal address and contact information.

Remarks: For both options please include the full name of all participating family members, age of your children and state the program "seminar" or "family" for each person.

A confirmation will be sent within 3 days after your registration.

Organisation:

KUZIO-CONSULTING
Business & Management Solutions

Audited by State Ministry
of Economic Affairs Vienna/Austria
Value Added Tax ID: ATU61258356

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