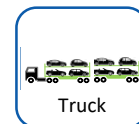
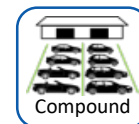
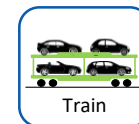
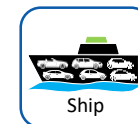




The Association of European Vehicle Logistics

Education

Mats Eriksson



2018 Education Programme



ECG Academy

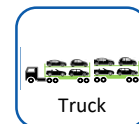
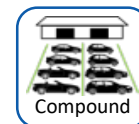
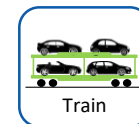
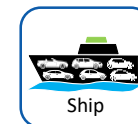
- Course 13 will graduate today
- KPMG strive to improve course content every year

Negotiation Management

- 2 day course with Negotiation Academy Potsdam
- Started in 2018

Compliance – EU Competition Law

- One day course in Brussels
- Started in 2018

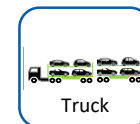
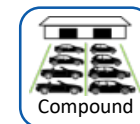
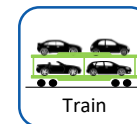


ECG Academy



- Course 14 already has some registrations
- Course now extends to 24 days over 5 modules
- Price unchanged for many years @ just €9,400

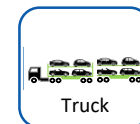
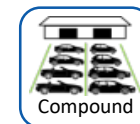
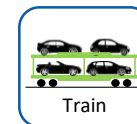
- See website for details and register now!



Negotiation Management



- 5 courses held so far in 2018-19
- 2 intensive days of training held by Negotiation Academy Potsdam
- Courses are held in Potsdam
- Fee is only €950
- To register check out the ECG website!



Negotiation Management



I have learned how to steer and manage the negotiation processes in a systematic way.

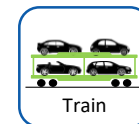
The training offered a very good guide service, how to react in tricky situations with our clients.

I have told my fellow directors about the course and they are interested after the positive report I gave about it.

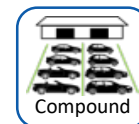
Very good insights in negotiation



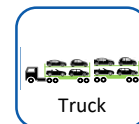
Ship



Train



Compound



Truck

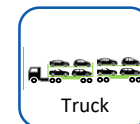
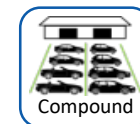
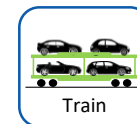


Barge

“Big Mountain”: The Negotiation Business Game



- Puts theory into practice: real business case in a controlled environment
- Takeaways
 - learn to successfully manage complex negotiation situations
 - Learn tools tools that allows to remove emotions from negotiations
 - improve personal negotiation behaviour



“Big Mountain”: The Negotiation Business Game

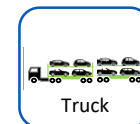
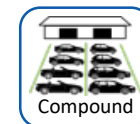
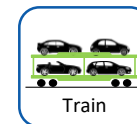
- Course provided by NAP
- 8-12 participants at a time
- 2-day course
- Held in Potsdam



Compliance – EU Competition Law



- Run by Contrast Law near Brussels airport – well known to us
- First course organized in September 2018
- Tailor made package for ECG
- One day course in Brussels combined with online elements
- **Next date: 24 September 2019**





The Association of European Vehicle Logistics

Thank you – register now!

Questions?

