



# OLIVER SCHNEIDER, M.Sc.

MANAGEMENT, CRISIS MANAGEMENT,  
CONDUCTING NEGOTIATIONS

Oliver Schneider is the founder and managing partner of RiskWorkers GmbH in Munich. He started his professional career as an officer in the German Armed Forces and served, among other things, as a paratrooper before joining the Special Forces Command (KSK), where he was involved in several special operations abroad before resigning his position a regular officer. He then began his civilian career at a company belonging to the DAX group. He has been working as a security, risk and crisis management consultant since 2006. He also holds an M.Sc. in Risk, Crisis and Disaster Management from the University of Leicester (UK).

BUSINESS CONTINUITY MANAGEMENT LEADERSHIP DISRUPTION  
MOTIVATION RESILIENCE IT / CYBER SECURITY CONSULTANCY

## LECTURES

### The KSK principle – what you can learn from the special forces in crisis and extreme situations

- How do special forces plan to solve a crisis situation?
- What can firms do to survive in crisis situations?
- How to lead courageously, transfer trust and achieve the extraordinary
- Whether it's a kidnapping, blackmail, or the coronavirus – crises have many different origins and yet successful crisis management follows a certain pattern

### The kidnap principle – what you can learn from negotiations with kidnapers

- How to identify, analyse and read your interlocutor in negotiations
- How to deal with threats and intimidation in negotiations, signal understanding to your interlocutor, and yet achieve your goals

### Crisis management as an opportunity – case studies and best practice also from the coronavirus pandemic

- How can I set up a crisis team and how does it work?
- The importance of crisis communication in crisis management
- Which factors play a particular role in a crisis situation?

## SEMINARS / COACHING

### The KSK principle – leading in times of uncertainty and insecurity, the innovative seminar for managers

- Leadership and decision-making skills are honed through experience
- The theoretical introduction and consolidation of decision-making in times of uncertainty
- Intelligent and varied outdoor setting
- The doctrines of the KSK principle are made tangible
- Promoting resilience through structures
- At suitable training stations, emotions that get under one's skin are generated and so help to anchor the seminar content in a deeply emotional way

### Crisis management training (cyber, pandemic, kidnapping, blackmail, etc. scenarios)

- Processing information and assessing the situation and options for action
- Making decisions under pressure
- Implementation and monitoring

## INFORMATION

**Fees:** on request

**Travel expenses from/to place:** Munich (D)

**Languages:**

- Individual content customisation possible
- Handout/further documents

## FORMATS

- Lecture
- Interview
- Seminar
- Consulting
- Talk/discussion
- Moderation
- (One-to-one) Coaching
- Online/Web based



## ADVICE / CONSULTANCY

### Crisis management

- Developing a crisis organisation
- Establishing processes and responsibilities during the crisis
- Crisis management exercises

### Security management

- Status quo analysis
- Risk analysis for my employees, projects and branches
- Establishing processes and procedures to increase safety standards, taking into account a cost-benefit analysis
- Travel security

### Business continuity management

- Business impact analysis
- Risk identification
- Developing a restart strategy
- Planning and implementing measures

## SPECIAL TOPICS

### Assisting companies and individuals with crisis and security issues

- Security technology
- Personal security
- Identifying and preventing risks
- Security when abroad
- Project security
- Providing armoured vehicles

## FACTS, FIGURES AND DATA

- RiskWorkers GmbH has been successfully established on the market since 2013.
- Partner of various insurance companies, e.g. Generali, Munich Re, Roland, etc.
- Can draw on extensive experience, as several dozen crisis situations for businesses have already been resolved.
- Well networked internationally as part of a global security network.
- Projects have already been successfully conducted in several risk regions, e.g. Afghanistan, Algeria, Brazil, Iraq, Iran, Yemen, Colombia, Mexico, Pakistan and Russia (Caucasus)
- For years, he has been working as a so-called, Kidnap Response Consultant for German and international insurance companies.

## REFERENCES

His clients include well-known small and medium-sized enterprises (SMEs) as well as international corporations and organisations.

He is also a partner of national and international insurance companies in the field of ransom, cyber and foreign health insurance.

Previous lectures given, among others, at:

- Association of the German Confectionary Industry (BDSI)
- Verband der Wirtschaftsjunioren
- Munich University of Applied Sciences
- Gothaer Versicherung Mehrwerte-Veranstaltung
- Wertorientierter Mittelstand Deutschland
- Landesverband der Baden-Württembergischen Industrie e.V.

## CONTACT: PREMIUM LEADERS MANAGEMENT



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## MEDIA

