

## PROFILE

### Mag. Benedikt Ahlfeld

Expert for decision-making psychology

Certified management consultant

Founder, as well as CEO of the ZHI Consulting® GmbH

### Clarity. Focus. Execution.

Every day we make 20.000 decisions. Most of them with lightning speed; brain research proves that. The least of them, on the other hand, are rational and well thought through; the behavioral economics shows that.

Benedikt Ahlfeld has coached and trained top decision-makers of the economy, sport and medicine for ten years, for better management and more implementation competence. He shows how to influence buying decisions and how teams can reach better results. Benedikt is an expert on decision-making psychology and known for working with or for:



If you would like to book Benedikt Ahlfeld as the speaker for your next event, then you can be sure as the organizer: his lecture will move your audience through innovation. He is not only a keynote speaker and an expert on decision-psychology, bestseller author of seven books and a trainer of the new generation. His enthusiasm for the topic of decisions, which makes him that authentic as a keynote speaker, did not come out of the blue: Benedikt is, since his early youth a **thoroughbred entrepreneur**.

This multi-faceted speaker stands for clear decisions, gripping impulses and the harnessing of the complete inner power for more implementation competency. You receive honest, direct messages – entertaining and competence-wise profound – as well as motivating stories out of life and the economy, which encourage to make better decisions and to cultivate entrepreneurial thinking.

### Lectures

#### The power of decision-making

Which three decision traps you should certainly avoid and how you can utilize the strategies of the top decision-makers.

#### The psychology behind the decision to buy

Why people make irrational decisions and how you can generate more profit with successful neuro-marketing.

### Publications

#### Überwinde die Angst du selbst zu sein

Wie du dich von der sozialen Programmierung befreien, deine Komfortzone erweitern und ein Leben nach eigenem Standard beginnen kannst.

2015, ISBN-13: 978-3738642308

#### Management von Kooperationen

5 Phasen, die Unternehmen durch ein starkes Netzwerk erfolgreich machen.

2012, ISBN-13: 978-3639400267

#### Körpersprache und NLP

Erfolgreich nonverbal kommunizieren.

2010, ISBN-13: 978-3842355316

### Testimonials

**Johannes Poscharnig (professional Olympia sportsman):** „Benedikt is an absolute Top-Trainer. He has changed my reality, my attitude and my world, in my private life as well as in sports.“

**DI Franz G. (CFO, voestalpine AG):** „Different than all others before him. Many valuable impulses and new aspects.“

**Claudia Falk (Global Program Manager, Carlson Wagonlit Travel):** „I have experienced him as very structured and professional. His lecturing style is entertaining and still in-depth. Learning becomes an experience!“



## BENEDIKT AHLFELD

SPEAKER, TRAINER & AUTHOR

### PROFILE .....

Benedikt Ahlfeld is decision-coach, author of seven books and a trainer of the new generation.

### CONTACT .....

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