

# Oliver Schneider



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 from his position a professional officer. He then began his civilian career in the Corporate Security department of 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 MSc in Risk, Crisis and Disaster Management from the University of Leicester (UK). He gained international experience as a risk consultant in, among other places, Afghanistan, Algeria, Brazil, Colombia, Iraq, Iran, Mexico, Pakistan, Russia (Caucasus) and Yemen. For many years, he has also worked as a „Kidnap Response Consultant“ for German and international insurance companies.

*„Extreme business – dealing with risks, crises and extreme loadsgen“*

## TOPICS

### + The special forces principle – What you can learn from special forces in crisis and extreme situations

- How do special forces plan to solve a crisis situation?
- What can companies do to survive in crisis situations?
- Dealing with pressure in extreme situations
- How to lead courageously, transfer confidence and achieve the extraordinary
- Whether kidnapping, blackmail, or corona virus – crises have multiple origins and yet successful crisis management follows a certain pattern
- Pure tension

### + The Kidnap Principle – What you can learn from negotiations with kidnapers

- How you learn to identify, analyze and read your dialogue partner in negotiation situations
- How to align and develop your communication and negotiation strategy with your business partner
- How to deal with threats and intimidation in negotiation situations, send a signal of understanding to your interlocutor and still achieve your goals
- Exciting, with goosebumps factor

### + Successfully mastering cyber blackmail – Where are the risks? What can I do preventively? And how does a cyber crisis management team work

- Attacks with ransomware become more and more professional
- How can I protect myself from cyber blackmail?
- How does the cyber blackmail work?
- Can I negotiate with the blackmailers?
- How to hedge your financial risk and avoid damage to the company

## REFERENCES & PRESS

**Year of foundation:** 2013

**Industry:** Risk and crisis management consulting

**USP:** Expert for digital and analog risk management

His customers include both well-known small and medium-sized enterprises (SMEs) as well as international corporations and organizations. Furthermore, he is a partner of national and international insurance companies in the field of ransom, cyber and international health insurance.

### Previous lectures among others at:

- Association of the Confectionery Industry
- Association of the Junior Chamber
- Munich University of Applied Sciences
- Gothaer Versicherung Added Value Event
- Value-oriented medium-sized businesses Germany
- State Association of the Industry of Baden-Wuerttemberg e.V.

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