

Natalya Berdikyan



MASTERING THE HIDDEN SIDE OF **EMOTIONALLY INTELLIGENT NEGOTIATION**

Practical tools to navigate high-stakes conversations, build trust, and negotiate with confidence.

KEY TAKEAWAYS



DIFFICULT CONVERSATIONS

Lead challenging conversations with confidence and clarity.



TRUST & INFLUENCE

Build trust while influencing with integrity.



EMOTIONAL INTELLIGENCE

Manage emotions and make better decisions under pressure.



MUTUALLY BENEFICIAL OUTCOMES

Create agreements that strengthen long-term relationships.

Audience:

- ✓ Leadership Team
- ✓ Founders & Entrepreneurs
- ✓ Family Businesses
- ✓ Sales & Commercial Teams
- ✓ High-Stakes Conversations

Formats:

- ✓ Workshop (60-90 min)
- ✓ Workshop (4 hr)
- ✓ Workshop (full day)
- ✓ Coaching



To book Natalya, visit lifebydesign-academy.com/contact

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THE RESILIENT LEADER

Practical strategies to sustain energy, wellbeing, and results under pressure.

KEY TAKEAWAYS



RESILIENCE AS A TOOL

Build resilience as a tool, not just a trait



CLARITY IN STRESS & UNCERTAINTY

Navigate stress and uncertainty with clarity



TEAM THRIVING CONDITIONS

Create conditions for yourself and your team to thrive



INSIGHT INTO LASTING ACTION

Turn insight into action that lasts

Variations:

- ✓ Leadership Development / Wellbeing Focus
- ✓ Corporate Performance Focus
- ✓ Interactive Workshop Version

Formats:

- ✓ Keynote (45–60 min)
- ✓ Workshop (2–3 hrs)
- ✓ Retreat Module
- ✓ Coaching



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HUMAN PERFORMANCE IN AN AI & HIGH-SPEED WORLD

Equip leaders with practical tools to strengthen resilience, sustain high performance, and lead with clarity in an AI-driven, fast-changing world.

KEY TAKEAWAYS



HIGH PERFORMANCE

Sustain peak performance without burnout.



RESILIENCE & ENERGY

Boost resilience, energy, and mental clarity.



FOCUS & DECISION-MAKING

Improve focus and make better decisions under pressure.



THRIVING TEAMS

Lead yourself and your team through change with confidence.

Variations:

- ✓ Retreat/Wellbeing Focus
- ✓ Corporate Performance Focus
- ✓ Interactive Workshop Version

Formats:

- ✓ Keynote (45–60 min)
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MEET

NATALYA BERDIKYAN

Natalya Berdikian is an entrepreneur, ICF PCC Executive Coach, leadership facilitator, international speaker, and Partner at the Institute of Leadership and Negotiation. With over 20 years of international business experience, including as General Manager and co-owner of a multimillion-euro manufacturing company, she helps founders and executives strengthen leadership, improve performance, and lead with greater impact.

Combining executive coaching, negotiation expertise, neuroscience, and evidence-based wellbeing practices, Natalya equips leaders with practical tools to make better decisions under pressure, build stronger relationships, and create resilient, high-performing organizations. She also coaches at IESE Business School in Persuasive Communication and Negotiations.

TRUSTED BY



Entrepreneurs'
Organization



GROWTH
INSTITUTE



International Association
of Business Communicators
Dallas

TESTIMONIALS

WHAT AUDIENCES SAY

“

"Natalya provides practical ways for entrepreneurs to tap into the types of energy that propel them to their highest levels of success."



EVAN NIERMAN

CEO of Red Banyan

“

"Natalya is an excellent orator. Her in-depth knowledge, combined with humour and real-life experiences share in an eloquent manner in what makes her stand out from the crowd."



SHREANS DAGA

Founder of Shreans Daga Foundation

“

"Natalya's class was thoughtful and attentive, full of resources and a great experience to live, on top of the fantastic knowledge. It was really great having you"



MARC CATALÀ

Partner - Creative Director, WEAREMUCHO

“

"Natalya's story made me immerse in it as in a movie. But the best of all is that the shared message went directly to my heart and stayed there long after the presentation was over."



EVGENY PREDEIN

CEO, Apiumhub

[MORE TESTIMONIALS >>](#)