

# Rolf Schmiel

Prof. Rolf Schmiel is a graduate psychologist, author and speaker who also works as a psychological expert for TV and radio (including ARD, Pro7 & ZDF). As of autumn 2016, he will be a co-presenter for the TV psychology show „So tickt der Mensch“ on SAT. 1. His radio columns at BR3, Radio21 & WDR2 attract well over a million listeners every week and, as a speaker, he has won the overall victory at the „1st German Speaker Slam“ in 2015, along with the audience prize and the award given to speakers' agencies. He was also nominated for the „Speaker of the Year 2015“ media prize and the „Querdenker Award 2013“ for lateral thinkers. With his unique way of mixing psychology, motivation and fun in his speeches, he has been inspiring renowned SMEs as well as major corporations such as Audi, Coca-Cola, Daimler, Lufthansa, Shell, Würth, VW and Xerox, for many years.

## „PSYCHOLOGY FOR MORE MOTIVATION & SUCCESS“

### Themes

#### > „The psychologist among the motivational coaches“

(Süddeutsche Zeitung newspaper) presents the most important psychological findings regarding motivation and leadership with great humour. Well-founded impulses, entertaining stories and astounding experiments ensure that the audience will be both enthusiastic and motivated.

#### > THE MOTIVATION OF TOMORROW How we will manage staff in the future!

- The most important future trends in HR management!
- Long-term success through holistic motivation!
- The renaissance of values!

#### > HOW THE CUSTOMER THINKS Psychology for more success in your business

- How you can ‚read‘ your customers!
- The psychological tricks that increase your turnover!
- Why the unconscious mind decides on a purchase!

#### > HIGH-FLYERS The truth about motivation

- What turns us into really high performers!
- How the biggest successes come from setbacks!
- How to cleverly master changes psychologically!

#### > WHAT IS IMPORTANT IS WHAT HAPPENS ON THE PITCH The motivational incentive for your sales team

- Going where it hurts: sales beyond the comfort zone!
- The team is the star: why team spirit is also decisive for successful sales!
- The ball has to go into the goal: why only the deal leads to success!

### References & Press

„Germany's most entertaining business psychologist.“  
**Handelsblatt**

„The perfect mix of laughing and learning.“  
**managerSeminare**

„One of Germany's most motivational coaches.“  
**VDI-Nachrichten**

„You are among the outstanding speakers and impulse givers of our country.“  
**O. Ehrl, Chairman, QUERDENKER-Stiftung (Foundation for Lateral Thinkers), Munich**

### Inspiration

#### > People, books and events that inspire me:

„One of my biggest sources of inspiration is my son Leonard. He was born in my annus horribilis: my father had died a few weeks before and my company was on the brink of bankruptcy. Thanks to my son, I got new wind in my sails and what I did became more meaningful. I wasn't just able to save my company, but my work as an author and speaker also gathered speed. Thanks, Leonard!“

### Fees & Languages

**Keynote speech** Honorargruppe D

**Daily rate** Honorargruppe D

**Languages** 

### Travel costs



**Bochum**

### Media

