



To whom it may concern

Copenhagen, 14 September 2006

Statement – Master in Executive Negotiation

I participated in MarketWatch Management's 'Master In Executive Negotiation' Programme during 1st half of 2006.

The core of the programme is a focus on providing executive negotiation skills with emphasis on adding value to the benefit of both sides of the negotiation, which fits well with my personal beliefs. But being a Master Programme it extends beyond, and encompasses Communicative competences, Cultural influences and even the impact of a personal network on the negotiation result. Well-prepared lecturers and a solid administrative base from the beginning provided comfort.

With its personal coaching session and subsequent Master assignment, I felt the programme tailored to my individual needs, and – importantly – the programme has had direct bottom-line effect and exceeded 100% 'ROIC'.

The programme provides extensive documentation for post-programme review and consultation and with its dynamic interaction between theory and hands-on cases during the 2-day seminars the programme is a challenge I can highly recommend.

A handwritten signature in dark ink, appearing to read "Jens Christensen", with a stylized flourish at the end.

Jens Christensen
General Manager
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