

# KRONOLOGIC

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## HOW TO GUIDE

Time Negotiation with Kronologic AI

# Kronologic Artificial Intelligence Scheduling

## WHAT?

Kronologic uses a home grown Natural Language Processing (NLP) solution, Merlin to act as your virtual personal assistant to negotiate meeting times based on real time availability on your calendar with prospects.

## HOW?

The functionality is available through direct integration with your calendar. Once your account is created, your administrator can control whether or not to turn the feature on for your organization.

## WHEN?

Kronologic AI will start the negotiation process on your behalf if

- A. Prospects clicks on the meeting invitation "Proposed New Time" button and selects a new proposed date and time or
- B. Prospects replies through email with an intent to meet with a new proposed date and time



# Example of AI Time Negotiation

Customer proposed a new time to meet through email



**Stefanie Schwab-Fiedler**

to Darren, Paul, me ▾

Hi Nick,

Many thanks for providing the Webinar slides.  
Could we connect in 2 weeks time 90 min earlier, please?

I am based out of Germany, so your suggested time would be 6:30pm my local time which is far too late and family and right now house moving time ;)

My first priority is hiring, as my team is just being established from scratch, however I would like to get my colleagues Darren Fourie and Paul Stanciu onto this call, too - so please check whether you can offer 2-3 open time frames from February 8th on.

Thanks, looking forward to hearing from you.

Best rgds,  
Stefanie



1:22 AM (15 hours ago)



AI read customer's response, checks calendar for the proposed time, updates the invite, then sends back to the prospect automatically without Nick's intervention.



**Nick Owens** <nick.owens@kronologic.ai>

to Stefanie ▾

Hey Stefanie,

10:00AM CT on Tuesday February 8th works great for me.

I've updated the calendar invite.



1:22 AM (15 hours ago)



AI responded back to Stefanie on Nick's behalf



# More Examples of AI Time Negotiation

## MEETING INVITE TIME

Friday, August 5th

10:30am CST

(the original proposed start time for the meeting)

## GUEST REPLY TIME

Monday, August 1st

12:45pm CST

(time detected of when guest sent the email response)

Guest Response	Automated AI Response
Can we meet at 2pm instead?	"Hi Amy, 2 pm on Friday, August 5th works great for me. I've updated the calendar invite"
Are you available Thursday between 1 and 4?	"Hi Amy, 1:00 pm on Thursday August 4th works great for me. I've updated the calendar invite."
Let's meet the following week instead.	"Hi Amy, 12:00 pm on Monday August 8th works great for me. I've updated the calendar invite."
Are you available Thursday between 1 and 4 or Friday at 11?	"Hi Amy, 11:00 am on Friday August 5th works great for me. I've updated the calendar invite."
Looking forward to our meeting.	No response from the AI. AI detects this as a confirmation that the prospect agrees to the meeting; thus the AI will auto accept the meeting invitation.
Thanks, but I am not interested.	No response from the AI. AI detects this as a confirmation that the prospect do not want to take the meeting; thus the AI will auto decline the meeting invitation.
Please stop emailing me.	No response from the AI. AI detects this as a confirmation that the prospect do not want to take the meeting; thus the AI will auto cancel the invitation and flags the contact as unsubscribe.

