Italian Negotiation Competition
3rd Edition

LUMSA University, Rome
May 23rd and 24th, 2019

rpirozzi@dandria.com
italiannegotiationcompetition@gmail.com
Italian Negotiation Competition

*Masterclass on Negotiation*

**Claudio Giannotti**
Director of the Department of Law, Economics, Politics and Modern Languages; Full Professor of Banking – LUMSA University

**Paola Spagnolo**
Associate Professor of Criminal Procedure and President of the Juris Doctor Program – LUMSA University

**Roberto Pirozzi**
Partner at 3DLegal Studio Legale; Adjunct Professor of the Clinic of International Commercial Law – LUMSA University

**Roar Thun Wægger**
Wægger Negotiation Institute, Oslo
“Probing – The skill of probing in negotiations”

**Michael Granne**
Founding Partner at Provenzano Granne & Bader LLP
“First Principles – understanding what your client really desires before getting her what she tells you she wants’

**Valerio Bruno**
Director of Legal Services – Accenture s.p.a.
“A case study on negotiation of a commercial contract”

**Mikkel Gudsøe**
Part Time Lecturer, Aarhus University; Negotiation Institute ApS
“Ultimate Negotiation in a Nutshell”

**Arzu Ongur**
Managing partner at ONGUR&PARTNERS International Law Firm; President of ILIDA
“How to conduct a successful negotiation when there are cultural differences and various backgrounds”
**Italian Negotiation Competition 2019**

*Program and Practical Information*

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
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<tbody>
<tr>
<td>9:30am - 12:45pm</td>
<td><strong>Masterclass on Negotiation</strong></td>
<td>LUMSA University, Aula Giubileo (Via di Porta Castello n. 44)</td>
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<tr>
<td>1:00pm - 2:15pm</td>
<td><strong>Lunch</strong></td>
<td>Drinks and Appetizers</td>
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<td>3:00pm - 5:00pm</td>
<td><strong>Negotiation Competition - Round 1</strong> (Via Pompeo Magno n. 22)</td>
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<td></td>
<td>• Tuscia University vs. American University of Rome</td>
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<td></td>
<td>(Aula S1 – basement)</td>
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<tr>
<td></td>
<td>• University of Cassino vs. Insubria University</td>
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<td></td>
<td>(Aula S2 – basement)</td>
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<tr>
<td></td>
<td>• Link Campus University vs. LUMSA University</td>
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<td>(Aula S3 – basement)</td>
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<td>5:00pm – 7:00pm</td>
<td><strong>Negotiation Competition - Round 1</strong></td>
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<td></td>
<td>• Padova University vs. Unisalento</td>
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<td>(Aula S1 – basement)</td>
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<td></td>
<td>• Trento University vs. University of Milan</td>
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<td>(Aula S2 – basement)</td>
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<tr>
<td>8:00pm</td>
<td><strong>Dinner</strong></td>
<td>Antica Osteria Ponte Sisto – Via di Ponte Sisto n. 80</td>
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*info: lumsa.it*
Friday, May 24
10:00am - 12:00am
Negotiation Competition - Round 2
- American University of Rome vs. University of Cassino
  (Aula S1 – basement)
- Insubria University vs. Tuscia University
  (Aula S2 – basement)
- LUMSA University vs. Padova University
  (Aula S3 – basement)

12:00am - 2:00pm
Negotiation Competition - Round 2
- Unisalento vs. University of Trento
  (Aula S1 – basement)
- University of Milan vs. Link Campus University
  (Aula S2 – basement)

3:00pm - 4:00pm
Award Ceremony

USEFUL INFORMATION:
How to get to LUMSA University

- By bus - lines:
  o 280
  o 40
  o 30
  o 982
  o 62
- By Metro:
  Metro line “A”, stop “Lepanto” or “Ottaviano”
  Then, proceed to Via di Porta Castello n. 44