

Workshop serie “MEET THE EXPERTS!”

Creating value through negotiation

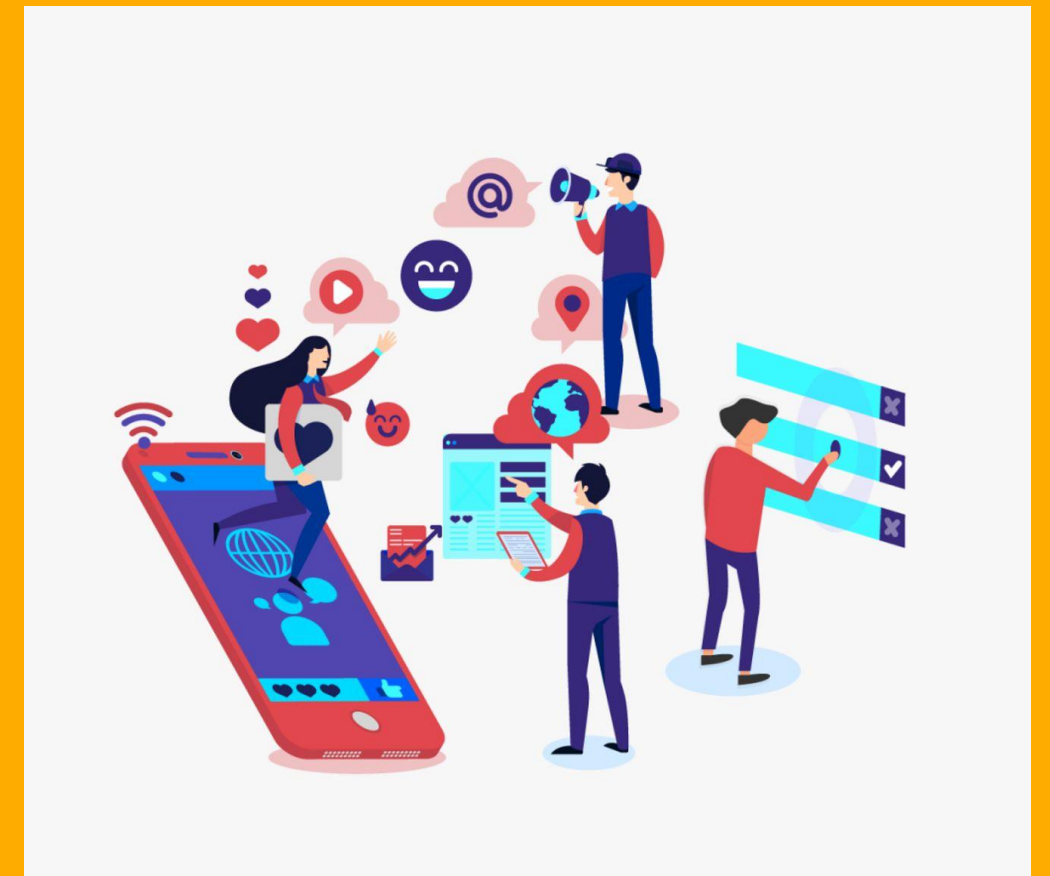
Guest speaker: Domenico Pugliese

When: Friday 13 May 2022, H. 12:30-14:30

Where: Online on Zoom

What: Negotiation is part of our everyday life. We negotiate at work but also in our private life, whenever our interests are opposed to those of others. In this two hour workshop participants will learn how to view every conflict as an opportunity for improving the final positions of all parties involved. Through a mix of theory and practice, at the end of the workshop participants will have acquired some practical and applicable tools in order to: manage the daily dilemma of giving or not giving trust to others, understand how negotiation differs from other ways to deal with conflict and evaluate costs and benefits in preparing a negotiation.

Who: Domenico is a Managing Partner of Bridge Partners® a leading Italian consulting and training company established in 2005 with a specific focus on Negotiation. With the help of his business partner Alessandra Colonna and their team, Domenico has trained over the years more than 14.000 International managers, helping them improve their negotiation skills.



To apply, register [here](#)

The webinar is FREE OF CHARGE but number of attendees admitted are limited.

Info: Emanuela Rinaldi, PhD, emanuela.rinaldi@unimib.it

