



ΜΕΤΑΠΤΥΧΙΑΚΟ ΠΡΟΓΡΑΜΜΑ

**Διεθνείς
Διαπραγματεύσεις**

ΟΙΚΟΝΟΜΙΚΟ ΠΑΝΕΠΙΣΤΗΜΙΟ ΑΘΗΝΩΝ

TNC
THE NEGOTIATION CHALLENGE



ATHENS UNIVERSITY OF ECONOMICS AND BUSINESS

THE NEGOTIATION CHALLENGE

2022

Thursday,
April 28

TNC 2022 | INTRA meeting

The INTRA meeting will take place at **AUEB**:
2 Troias, Kimolou and Spetson Street, Room 102 & 103
Online, please connect via [ZOOM](#)
Meeting ID: 689 2273 1374 Passcode: 221520



WELCOME

09:00 - 09:15

PRESENTATIONS

09:15 - 10:30

Nadia Niu - Dalian University of Technology

The Framework of Evaluation on Simulated English Business Negotiation

Wei Nie - Beijing Foreign Studies University

The Design and Implementation of "Production-Oriented Approach" in China's English Negotiation Practice Class

Melania-Gabriela Ciot - University Babes-Bolyai

Negotiation Position Paper as a strategical document for teaching negotiation

PHD WORKSHOP

Coffe break

10:50-12:30

Wolfram Lipp - Technical University of Munich

In the beginning was the first offer ... but is there more?

Michel Mann - Leuphana University

Toward a better understanding of reference points in negotiation research and practice

David van der Griend - University of Twente

Precise Negotiation Behaviors: A Systematic Literature Review

Christian Glade – Leipzig Graduate School of Management

Differences between novice and serial entrepreneurs in funding negotiations - an investor perspective

Lunch break

PRESENTATIONS

13:45-15:25

Margarita Canal - Los Andes University

The meaning of procedural and distributive justice for the Colombian peace process

Yoshio Iteya - Hitotsubashi University Law School

Presenting the Japan Negotiation Society (JNS)

Ida Manton - University of Prague

Presenting the POINT network

Spyros Blavoukos, Morphis Tsalikidis, Eleni-Maria Kalafati - AUEB

Electronic Games for Teaching Negotiations

Coffe break

Rajesh Kumar - Global Strategic Advisory

15:45-17:00

Strategic Pragmatism vs Brahmanical Idealism: Understanding the negotiating practices in China and India

Tariel Sikharulidze - Ili State University

Mediation online, some lessons from practice, how do they match theory?

Hans van den Berg - Erasmus University

Teaching and Assessing Negotiation in Education & Training

Thursday, April 28

TNC 2022 | Public Event

The public event will take place at
Technopolis City of Athens
Auditorium "Miltiadis Evert",
Pireos str. 100, 11854 - Gazi, Athens



NEGOTIATION WORKSHOPS

18.15-19.00

Remigiusz Smolinski - Leipzig Graduate School of Management
Beyond the First Offer: Decoding Negotiation Openings

Peter Kesting - Aarhus University

Generous or selfish – who are the more successful negotiators

ROUNDTABLE DISCUSSION:

19.30-20.30

The Greek Bailout Negotiations

George Zaniias

Professor of Economics at the Department of International and European Economic Studies at AUEB, Minister of Finance (2012), Chairman of the Council of Economic Advisors (2009-2012), Chairman of the Hellenic Banking Association (2012-2015), currently Chairman of Eurobank.

George Pagoulatos

Professor of European Politics and Economy at the Athens University of Economics and Business (AUEB), Visiting Professor at the College of Europe in Bruges, Director General of ELIAMEP; Director of Strategy at the Prime Minister's Office and Senior Adviser to PMs Lucas Papademos and Panagiotis Pikrammenos (2011-12).

Panos Tsakloglou

Professor at the Athens University of Economics and Business (AUEB), Deputy Minister for Social Insurance and Chairman of the Greek Government's Council of Economic Advisors and member of the EU Economic and Financial Committee (EFC) and Eurogroup Working Group (EWG) as well as alternate member of Ecofin and Eurogroup (2012-2014).

George Chouliarakis

Senior Fellow, John F. Kennedy School of Government, Harvard University & Economic Adviser, Bank of Greece, Alternate Minister of Economics and Chairman of the Greek Government's Council of Economic Advisors (2015-19).

Moderator: Odin Linardatou

Head of Communications of The Hellenic Foundation for European and Foreign Policy (ELIAMEP)

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