

Thursday  
**May 23<sup>th</sup>, 2019**  
9:30 am – 12:45am

Aula Giubileo  
Via Di Porta Castello, 44  
Roma

## Italian Negotiation Competition

*Masterclass on Negotiation*

9:30am  
Welcome remarks

### 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

Moderator

### Roberto Pirozzi

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

Speakers

### 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”*