



PROGRAM
II INTERNATIONAL SUMMER SCHOOL
ON NEGOTIATION, MEDIATION AND ODR
INTERNATIONAL SUMMER ACADEMY
ON NEGOTIATION, MEDIATION AND ODR

City of Pomorie www.pamb.info

19-24 June 2018

Tuesday , 19		Lecturer
13.00-13.30	Opening	
13.30-15.00	Emotional Intelligence in Business Negotiations and Mediation - competencies (1)	Vadim Rahlis
15.15-16.45	Legal framework and comparative analysis of commercial mediation	Yuliya Radanova
18.00-20.00	Dinner	
Wednesday, 20		
9.00-12.30	Introduction. Overview of Dispute Resolution Processes	Prof. George Siedel
12.30-13.30	Lunch	
13.30 -15.00	Emotional Intelligence in Business Negotiations and Mediation - competencies (2)	Andrey Bigdan
15.00-15.10	Coffee break	
15.10-16.40	Practical work	Vadim and Andrey
16.50-18.15	Practical work	Vadim and Andrey
18.30-20.00	Dinner	
Thursday, 21		
9.00-12.30	Negotiation Strategy and Tactics; Negotiating within an Organization	Prof. George Siedel
12.30-13.30	Lunch	
13.30 -15.00	Practical work	Vadim Rahlis
15.00-15.10	Coffee break	
15.10-16.40	Practical work - platform for online dispute resolution at Bulgarian Chamber of Commerce and Industry (BCCI)	BCCI
16.50-18.15	Practical work - platform for online dispute resolution at Bulgarian Chamber of Commerce and Industry (BCCI)	BCCI
18.30-20.00	Dinner	
Friday, 22		
9.00-12.30	Complex Negotiations; Psychological Tools and Traps in Negotiation	Prof. George Siedel
12.30-13.30	Lunch	
13.30 -15.00	European practices on ODR - Overview	Petros Zourdoumis
13.30 -15.00	Advanced communication skills	Marc De Turck
15.00-15.10	Coffee break	
15.10-16.40	Managing conflicts online and social media	Gergana Vasileva
17.30-20.00	Trip to Nessebar	
Saturday, 23		
9.00-12.30	Negotiation Planning; Coalition Bargaining; Cross-Cultural Negotiation and Negotiation Styles	Prof. George Siedel
12.30-13.30	Lunch	
13.30 -15.00	European practices on ODR - Overview	Petros Zourdoumis
15.00-15.10	Coffee break	
15.10-16.40	ODR in Consumer Disputes - Comparative Analysis and Trends in EU Countries	Ignat Arsenov
18.30-20.00	Official Dinner	
Sunday, 24		
10-11:30	ODR in Consumer Disputes - Comparative Analysis and Trends in EU Countries	Ignat Arsenov
12	Lunch	