

Professor from
the University of
Michigan

Role-playing
cross-cultural
negotiations

Social
gatherings with
ZSEM buddies

Trip to
Zadar on the
Adriatic Sea

Company
visits to local
companies



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and management



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SUMMER NEGOTIATIONS

August 20–28, 2017
Zagreb & Zadar
www.zsem.hr



“The company visits were a great supplement to the course and a way to have a look into the inner workings of a Croatian company.”

Ivan Stazić Jurišić
Croatia

“A cultural awakening – although I learned a lot about negotiating in the classroom, I learned more from my interactions with international students.”

Tracy Lai
USA

“I felt much less like a tourist and saw much more the city. I have gained a significant understanding of Croatian business and negotiation style.”

Amanda Ciancio
USA



Program fee:

650 Euro | for students from non-partner universities

560 Euro | for students from partner universities

Special price for ZSEM students

For more information contact:

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