

Exchange Week for foreign visiting professors
8 - 12 April 2024
Iscte, Lisbon

Professor Remigiusz Smolinski

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Country Germany

Brief CV

I am an accomplished academic with deep theoretical and practical expertise in negotiation and innovation. With a proven track record of achieving exceptional results in academia and in business, I am passionate about empowering the next generation of wise negotiators able to resolve even the most complex conflicts and driving innovation for a greater purpose.

On-going research topic

Negotiation, conflict resolution, and innovation management

Relevant publications

“Beyond the First Offer: Decoding Negotiation Openings and Their Impact on Economic and Subjective Outcomes” (with Wolfram Lipp and Peter Kesting), *Group Decision and Negotiation*, 32, pp. 395–433, January 2023.

“Toward a Process Model of First Offers and Anchoring in Negotiations” (with Wolfram Lipp and Peter Kesting), *Negotiation and Conflict Management Research*, Vol. 16: 1, pp. 48-79, July 2022.

“In Search of the Master Negotiators: The Negotiation Competency Model” (with Yun Xiong), *Negotiation Journal*, Vol. 36: 3, pp. 365-388, July 2020.

Topic of lecture for the students

Cooperation, competition and negotiation intelligence – how to become a negotiation champion?

Outline of lecture for the students

This is an engaging and interactive workshop designed to equip participants with a comprehensive understanding of the dynamics surrounding cooperation, competition, and negotiation. Attendees will learn the dimensions of effective collaboration, learn to navigate healthy competition, and master the art of negotiation in both personal and professional spheres. The seminar combines theoretical insights with practical exercises and simulations, to provide participants with hands-on experience. With a focus on strategies for successful outcomes, this workshop aims to empower individuals to become negotiation champions by enhancing their negotiation intelligence. Participants will leave with an improved awareness of their negotiation styles, a toolkit of effective strategies, and the confidence to navigate diverse negotiation scenarios successfully.