

"The Great Bazaar" ***The Art of Negotiating in a Disordered World***

A workshop promoted by VIU and coordinated by Ambassador Alessandro Merola

Thursday 16 April, 3pm - 6pm &
Friday 17 April 2015, 10am - 1pm, 2pm - 5pm
Room 6-N



The Workshop is open to all VIU, Ca' Foscari and Padova Universities students.
Participants will receive a certificate of attendance.

To register please contact: shss@univiu.org no later than Tuesday, 14 April.

The chosen theme is absolutely crucial in contemporary globalized world: INTERNATIONAL NEGOTIATIONS. Assuming that in the future we shall face growing difficulties in the provision of essential goods (water, energy, food), the alternative is to resolve conflict through force or negotiation. The aim of the workshop is to show what negotiation is about and how its success will depend on finding a solution that turns out to be the most advantageous to all the parties involved.

The workshop will address the following themes:

- Introduction to International Negotiation: Conflicts and Agreements
- Competition and Collaboration: The Theory of Games
- The Negotiating Process: Simulation Game

The Workshop will be coordinated by **Ambassador Alessandro Merola**, who joined the Italian diplomatic service in 1972 and began his career by serving in the Directorate General for Personnel and Administration. His first two overseas assignments were at the Italian Permanent Representation to the European Union in Brussels and then in the Economic Department of the Italian Embassy in Caracas, Venezuela. Among other things, he also served as Ambassador in Belgrade, Serbia. He was promoted to the diplomatic rank of "Minister Plenipotentiary" in 2005 and presently serves at the Presidency of the Italian Council of Ministers.