

BOOK PRESENTATION:

# HIGH IMPACT NEGOTIATION

**FT** PUBLISHING

## FINANCIAL TIMES GUIDE TO HIGH IMPACT NEGOTIATION

A comprehensive and strategic roadmap to the whole negotiation process from preparation to execution that highlights the psychological factors present in any high stakes negotiation.



**MARCH 15, 2023 - 2 P.M.**

Sala Riviste - Dipartimento di Diritto Privato e Critica del Diritto  
Palazzo Bo  
Via VIII Febbraio, 2 - Padova

**PROF. DR. KASIA  
JAGODZINSKA**  
Author of the book

