



ΟΙΚΟΝΟΜΙΚΟ ΠΑΝΕΠΙΣΤΗΜΙΟ ΑΘΗΝΩΝ



THE NEGOTIATION CHALLENGE

PARTICIPATING TEAM'S PROFILE

Α. Σ. Ο. Ε. Ε

«Odysseus»





The University

Athens University of Economics and Business (AUEB) was originally founded in 1920 under the name of Athens School of Commercial Studies. It was renamed in 1926 as the Athens School of Economics and Business, a name that was retained until 1989 when it assumed its present name, the Athens University of Economics and Business.

It is the third oldest University in Greece and the oldest one in the general fields of Economics and Business. Up to 1955 the School offered only one degree in the general area of Economics and Commerce. In 1955 it started two separate programs leading to two separate degrees: one in Economics and the other in Business Administration. In 1984 the School was divided into three Departments, namely the Department of Economics, the Department of Business Administration and the Department of Statistics and Informatics.

In 1989, the University expanded in six Departments. From 1999 onwards, the University developed even further and nowadays it includes eight academic departments, offering 8 undergraduate degrees, 28 Master degrees and an equivalent number of Doctoral Programs.



Diploma In Negotiations

Started in October 2012, “Diploma In Negotiations” is the first postgraduate program in Negotiations, provided by a University in Greece. It is a 300hours program held at the Vocational Center of Athens University of Economics and Business. Director of D.I.N is Professor Dr. Andreas Nikolopoulos.

Aim of the program is to provide knowledge and development of negotiation skills to the trainees in handling several conflicts. It is addressed to:

- (a) lawyers,
- (b) entrepreneurs and
- (c) professionals.

Already Attorneys , Military Officers, Police Negotiators, Sales Executives attend the Program.



«Odysseus»

Anastasia Koulouriou

LL.M. (International Law), LL.M. (Civil Procedure), CEDR
Accredited Mediator, lawyer



Hobbies: trekking, dancing, reading



Favorite Places in Athens: Acropolis, Kolonaki
Square, Lycabettus

Plaka



E-mail: akoulouriou@yahoo.com





«Odysseus»

Christos Gkoritsas

LL.M., M.R.F., Dr. iur. Candidate, notary public



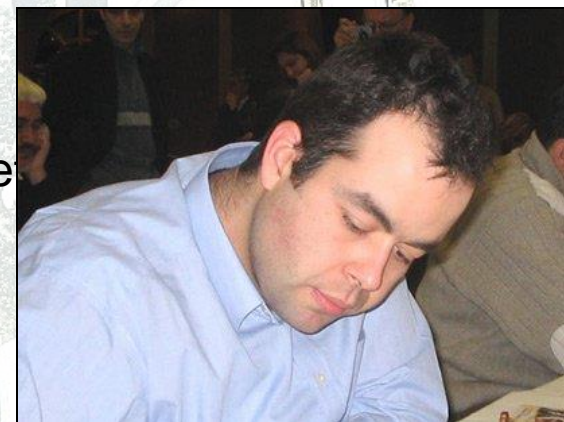
Hobbies: singing, reading, chess.



Favorite places in Athens: Peiraeus, Lycabettus, Theseion.



E-mail: christos.goritsas@yahoo.gr.





«Odysseus»

Christos Tsagklis

MSc in Services Management (for Executives), B.A Political Science and Public Administration, entrepreneur

@ **Hobbies:** volunteering, dancing, trekking, Basketball

@ **Favorite places in Athens:** Lycabettus, Flisvos Marina, Plaka, Theseion.

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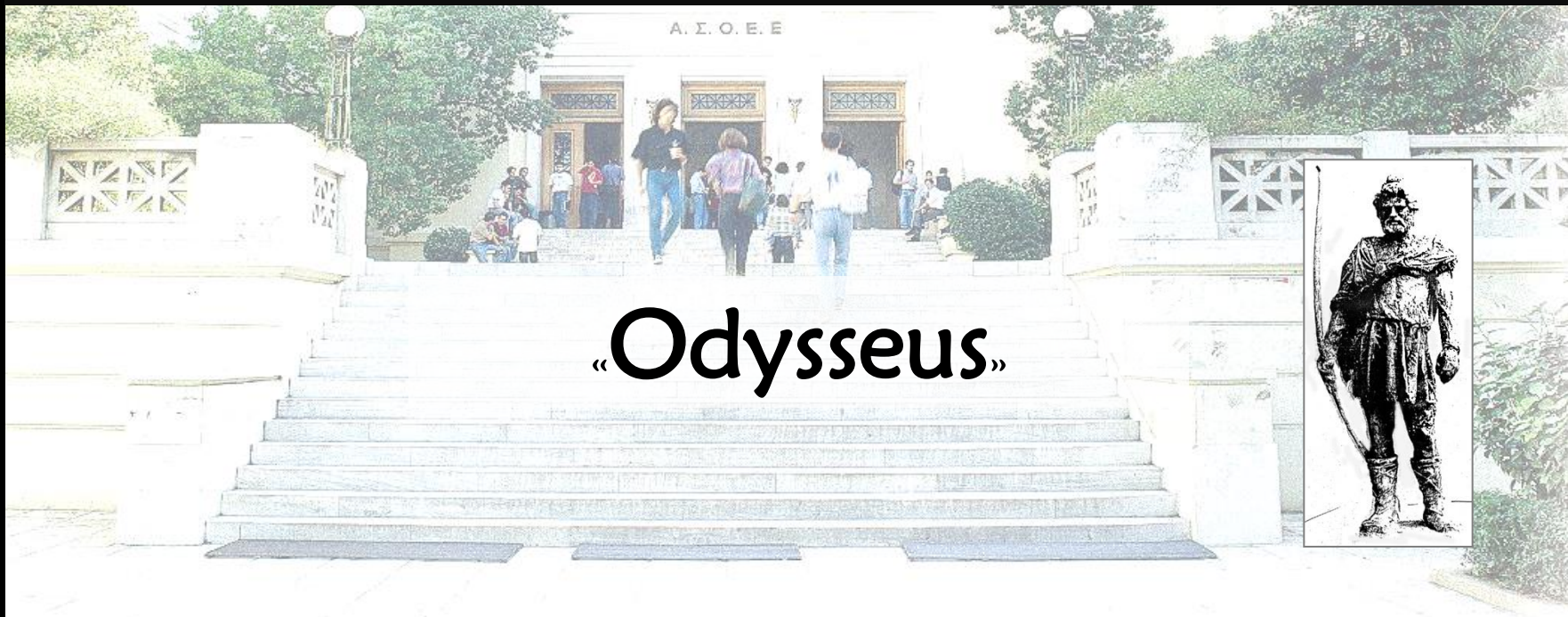
@ **Linkedin:** gr.linkedin.com/in/tsagklis/ .





TNC
AUEB

The **N**egotiations **C**aptain
Achieves **U**nexpectedly **E**fficient **B**alance



„Odysseus”