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We are committed to educating students who will create and transform private, public and third sector organizations in Colombia and around the world.

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Reconocimiento personería jurídica: Resolución 28 del 23 de febrero de 1949 Minjusticia.



INTERNATIONAL NEGOTIATION FORUM

1st Edition

Bogotá Colombia, April 20, 2017.

Foto: créditos Procolombia - Panorámica de Bogotá - Julian Santacruz

Organized jointly by The International Negotiation Teaching and Research Association (INTRA) and The School of Management of Universidad de los Andes (UASM), this forum offers the current trends in the theory and practice of negotiation, to students and members of national and multinational organizations. The lectures

and panels are led by national and international experts in the field, some of them will be conducted in Spanish and some in English.

The event will take place on April 20 in the Auditorio Mario Laserna A y B.

Address: Calle 19A No. 1 - 82 costado sur, Bogotá

PROGRAMME

SPANISH TRACK

Thursday, April 20, event:
International Negotiation Forum

8:00 - 8:20 Welcoming words

Auditorio ML-B
Eric Rodriguez, Dean of the Management School of UniAndes(UASM)

8:20 - 8:30 Agenda's presentation

Auditorio ML-B
Margarita Canal, Assistant Professor, UASM

Spanish Track AM, Auditorio ML- B

8:40 - 9:40 De lo complejo a lo eficiente: el diseño de acuerdos sostenibles en negociación

José Ramón Padilla, Associate Professor IESA, Lecturer UASM

9:50 - 10:50 ¿Cómo identificar su perfil negociador y aprovecharlo en las negociaciones?

Margarita Canal, Assistant Professor UASM, INTRA member

10:50 - 11:20 Coffee Break

11:20 - 12:40 El Canvas de la Negociación, su potencial y su aplicación Pablo Restrepo

CEO: Aluna Catalyst
Lecturer: UASM, McGill University & Kyoto University

12:40 - 14:15 Lunch time

Spanish Track PM, Auditorio ML- B

14:10 - 15:10 Racionalidad vs. emocionalidad: ¿cómo se comportan realmente las personas en negociación?
Rodrigo Malandre, Consultor LATAM
The Gap Partnership

15:10 - 16:10 Coffee Break

16:10 - 14:40 Sergio Jaramillo, Alto comisionado para la Paz Presidencia de la República

Alejandro Reyes, Comité de la Habana para la finalización del conflicto.
Presidencia de la República

Mauricio Rodriguez, Asesor en temas de paz Presidencia de la República

Juana Garcia Profesora Asistente, UASM

17:45 - 18:00 Closing remarks

Auditorio ML-B
Juan Pablo Soto, Associate Professor, UASM

ENGLISH TRACK

Thursday, April 20 event:
International Negotiation Forum

8:00 - 8:20 Welcoming words

Auditorio ML-B
Eric Rodriguez, Dean of the Management School of UniAndes(UASM)

8:20 - 8:30 Agenda's presentation

Auditorio ML-B
Margarita Canal, Assistant Professor, UASM

English Track AM, Auditorio ML-A

8:40 - 9:40 Winning – or getting more out of it, Peter Kesting, TNC and INTRA board Associate Professor, Aarhus University

9:50 - 10:50 Macro phases of the negotiation cycle, William Baber, Associate Professor, Kyoto University INTRA member

10:50 - 11:20 Coffee Break

11:20 - 12:40 Time: the single biggest influence in any negotiation, Steve Gates
CEO, The Gap Partnership

12:40 - 14:15 Lunch time

English Track PM, Auditorio ML-A

14:10 - 15:10 Truth, Lies and Negotiation , Remigiusz Smolinski, TNC and INTRA board Professor, HHL Leipzig Graduate School of Management

15:10 - 16:10 Coffee Break

16:10 - 14:40 Gender in Negotiations, Nora Madjar Associate Professor of Management, University of Connecticut School of Business , Jessica Rubin Assistant Clinical Professor of Law, University of Connecticut School of Law

17:45 - 18:00 Closing remarks

Auditorio ML-B
Juan Pablo Soto, Associate Professor, UASM

TICKETS

Present - 21th of March: 430,000 COP
22th of March - 20th of April: 510,000 COP

Purchasing your Tickets:

1. Create an account by following these steps:

- Sign in using the following link:

<http://tinyurl.com/hrpuy5e>



- Create an account by clicking **Sign In** on the bottom right
- Type the information requested and click **Continue**

2. Once your account is created, proceed with the next steps:

- Type in your email and password created for this account and click **Accept**
- Fill in the following, **Unit:** Fac de Administracion, **Department:** Decanatura de Administracion, **Product:** International Negotiation Forum 2017, and click **Continue**

3. Proceed with the payment by including below the requested information:

- Fill out the **Basic, Event, Payment, Regulatory** information by clicking **continue** each time
- For Payment, please choose one the following options: Recibo de Pago, PSE, Tarjeta de Credito

For any questions and further assistance please contact tnc@uniandes.edu.co