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Participant Profile

Executives, diplomats and business community professionals looking for an insight into the history and outlook for the next 20 years in International Business Negotiations.



Guest Lecturer

Dr. Steve Weiss has written acclaimed case studies in the field of International Business Negotiations. He is a renowned Professor at Schulich School of Business, York University, Toronto. Weiss has received several best teaching awards.



IUG Professor

Dr. Claude Cellich is Vice President External Affairs at IUG and teaches Negotiation. He has written a widely distributed textbook on Negotiation, which recently has been translated into Russian and Korean languages.

IUG Events Fall 2007

Future of Business Negotiations

- The State of the Field in 2007 and 2025 -



Guest lecturer: Prof. Stephen Weiss

09. Oct. 2007 18.30-20.00h

Free-of-charge guest lecture for diplomats and business executives. Information and registration at info@iun.ch