



SUMMER EDITION 2023

EFRI
IBW

FACULTY OF ECONOMICS AND BUSINESS RIJEKA - JUNE 19TH - 25TH 2023

The Official Programme



SUMMER EDITION 2023

EFRI IBW

Programme

FACULTY OF ECONOMICS AND BUSINESS RIJEKA - JUNE 19TH - 25TH 2023

MODULE 1: BUSINESS NEGOTIATION

🕒 19/06/2023, 4:00pm - 8:00pm

📍 Big Hall of Faculty of Economics and Business
(main building, 1st floor, at the end of hallway)

16:00 **OPENING WORD***
Welcome word and official opening of the EFRI
International Business Workshops SE 2023

16:45 **TOMISLAV GALOVIĆ, EFRI**
Workshop Introduction

17:00 **TOMISLAV GALOVIĆ, EFRI**
Body Language in Business

18:30 **DAVORIN BALAŽ, EFRI**
Negotiating - my take (Online presentation)

20:00 **THE END OF A DAY 1**

*Dress properly.
Break: 16:30-16:45
Break: 18:15-18:30



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MODULE 2: COMMUNICATION IN BUSINESS NEGOTIATION

🕒 20/06/2023, 1:00pm - 8:00pm

📍 Big Hall of Faculty of Economics and Business
(main building, 1st floor, at the end of hallway)

📍 [Hilton Rijeka Costabella Beach Resort & Spa](#)

13:00 **STUDY VISIT TO HILTON RIJEKA***

18:00 **SILVIYA TODOROVA, UNWE**
Negotiations and Licence Agreements/Licence
Trade/ in the field of intellectual property

19:05 **PREPARATION FOR STUDENT'S
ASSIGNMENTS**

20:00 **THE END OF A DAY 2**

Breaks: 19:00-19:05

* Dress properly.



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MODULE 2: COMMUNICATION IN BUSINESS NEGOTIATION

🕒 21/06/2023, 4:00pm - 8:00pm

📍 Big Hall of Faculty of Economics and Business
(main building, 1st floor, at the end of hallway)

16:00

MIHO KATIĆ, ZAGREBAČKA BANKA

The credit analysis impact on negotiation power
in banking industry

17:30

IVAN VUJIČIĆ, DURAN

International business negotiation

18:30

MATIJA BLAŽEVIĆ, PAPA YA TRAVEL

International negotiating in entertainment
industry

20:00

THE END OF A DAY 3



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STUDY VISIT & STUDENTS PREPARATION

🕒 22/06/2023, 8:00am - 09:30pm

📍 [Rakhia Bar](#)

08:00 PREPARATION FOR STUDENT'S
ASSIGNMENTS

20:00 THE END OF A DAY 4

21:30 EFRI IBW 2023 SE PARTY @ RAKIJA
BAR RIJEKA



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MODULE 3: INTERNATIONAL NEGOTIATION

🕒 23/06/2023, 4:00pm - 8:00pm

📍 Big Hall of Faculty of Economics and Business
(main building, 1st floor, at the end of hallway)

16:00

ALEKSANDAR VIGNJEVIĆ, INFOBIP

Negotiating - my take

17:15

DEAN MATIĆ, INFOSIT

Art of Negotiation

18:30

STUDENTS PRESENTATIONS

Topic 1: Student's Negotiation Round 1 & Round 2

20:00

THE END OF A DAY 5

Break: 17:00-17:15



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FACULTY OF ECONOMICS AND BUSINESS RIJEKA - JUNE 19TH - 25TH 2023

12:00

**THE OFFICIAL CLOSING OF
INTERNATIONAL BUSINESS WORKSHOPS
SE 2023***

🕒 24/06/2023, 12:00pm - 01:00pm

📍 Annex building of Faculty of Economics and Business (to the left from the main building)

*Dress properly.



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FACULTY OF ECONOMICS AND BUSINESS RIJEKA - JUNE 19TH - 25TH 2023

00:00 DEPARTURES OF THE PARTICIPANTS

🕒 25/06/2023, 0:00am -

📍 Rijeka, Croatia



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Lecturers

FACULTY OF ECONOMICS AND BUSINESS RIJEKA - JUNE 19TH - 26TH 2023



DAVORIN BALAŽ, MECON

Teaching Assistant, University of Rijeka, Faculty of Economics and Business, Croatia



MATIJA BLAŽEVIĆ, UNIV.SPEC.OEC.

CEO Papaya Travel, Rijeka, Croatia



TOMISLAV GALOVIĆ, PHD

Associate Professor, Director of EFRI IBW, University of Rijeka, Faculty of Economics and Business, Croatia



MIHO KATIĆ, MECON

Head of Credit analysis Department at Zagrebacka banka, Rijeka, Croatia



DEAN MATIĆ, MECON

Product owner, Infosit LLC, Poreč, Croatia



SILVIYA TODOROVA, PHD

Chief. Assist. Prof. Dr., University of National and World Economy, Sofia, Bulgaria



IVAN VUJIČIĆ, MECON

Key Account Manager, Industrial Glass Products DURAN Engineered Glass, Pula, Croatia



ALEKSANDAR VIGNJEVIĆ, MECON

Product Sales Expert CPaaS, INFOBIP, Rijeka, Croatia



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Useful links

CLICK & FOLLOW US!



TOMISLAVGALOVIC.COM



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EXPLORE

The Kvarner!

ENJOY SPEED BOAT AND PARTY!



Speed boat tours

Experience the Sunset Speedboat 2 hour group tour from Opatija to Rijeka and back, a thrilling adventure that combines stunning views of the coastline and industrial heritage of Rijeka city with a wine tasting and local delicacies during sunset. Enjoy the ride on a speedboat as you witness the sun dip below the Učka mountain, creating a mesmerizing display of colors over the sky. Perfect for groups, couples or individuals looking for an unforgettable evening.



What is the plan?

Departing from ACI Marina Opatija, our tours offer 3 hours of high-speed adventure with a professional skipper. Plus, enjoy an extra 2 hours of relaxation in the marina. Tour includes: snacks, fresh water, wine selection, swimming stop, speedboat ride, music program, sightseeing, English speaking crew.



EFRI IBW price list

Speed boat tours- for just 65€ per person (VAT included)



BOOK NOW!
ibw@efri.hr

The excursions are optional.
Deadline for the applications: **June 20th, 2023**

[Click for more information:](#)

