

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

The Official 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)

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

DAVORIN BALAŽ, EFRI

Negotiating - my take (Online presentation)

20:00 THE END OF A DAY 1



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

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)
- O Hilton Rijeka Costabella Beach Resort & Spa

3.00 STUDY VISIT TO HILTON RIJEKA*

SILVIYA TODOROVA, UNWE

Negotiations and Licence Agreements/Licence

Trade/ in the field of intellectual property

19:05 PREPARATION FOR STUDENT'S ASSIGNMENTS

THE END OF A DAY 2



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

MODULE 2: COMMUNICATION IN BUSINESS NEGOTIATION

- (S) 21/06/2023, 4:00pm 8:00pm
- Big Hall of Faculty of Economics and Business (main building, 1st floor, at the end of hallway)

MIHO KATIĆ, ZAGREBAČKA BANKA
The credit analysis impact on negotiation power in banking industry

17:30 IVAN VUJIČIĆ, DURAN International business negotiation

MATIJA BLAŽEVIĆ, PAPAYA TRAVEL International negotiating in entertainment industry

20:00 THE END OF A DAY 3



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

STUDY VISIT & STUDENTS PREPARATION

() 22/06/2023, 8:00am - 09:30pm

Rakhia Bar

98:00 PREPARATION FOR STUDENT'S ASSIGNMENTS

THE END OF A DAY 4

21:30 EFRI IBW 2023 SE PARTY @ RAKIJA



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

MODULE 3: INTERNATIONAL NEGOTIATION

(S) 23/06/2023, 4:00pm - 8:00pm

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

ALEKSANDAR VIGNJEVIĆ, INFOBIP 16:00

Negotiating - my take

DEAN MATIĆ, INFOSIT

Art of Negotiation

STUDENTS PRESENTATIONS 18:3C

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

THE END OF A DAY 5



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)



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

OO: O DEPARTURES OF THE PARTICIPANTS

(S) 25/06/2023, 0:00am -

Rijeka, Croatia



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



ALEKSANDAR VIGNJEVIĆ, MECON

Product Sales Expert CPaaS, INFOBIP, Rijeka, 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



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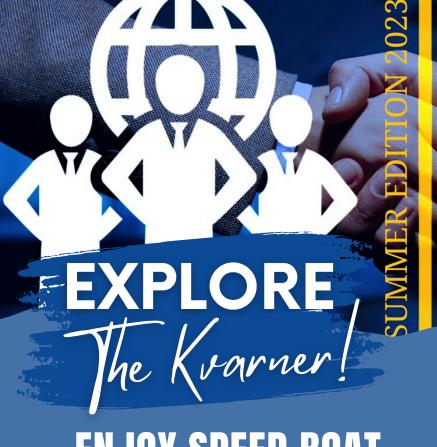








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** Speed boat tours

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



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:

