



2025

EFRI IBW

FACULTY OF ECONOMICS AND BUSINESS RIJEKA - JUNE 23RD- 29TH 2025

The Final Programme



Co-funded by the
Erasmus+ Programme
of the European Union



UNIVERSITY OF RIJEKA
FACULTY OF ECONOMICS
AND BUSINESS



UNIVERSITY
of NICOSIA



South-Eastern Finland
University of Applied Sciences



UNIVERSITY
OF LJUBLJANA

SEB

School of Economics
and Business



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EFRI IBW BIP 2025 VIRTUAL MEETING

🕒 16/06/2025, 13:00 - 15:00 (CEST)

📍 [Join meeting](#)

13:00

VIRTUAL MEETING + INTRODUCTION

Online introduction and preparation for EFRI
International Business Workshops BIP SUMMER
EDITION 2025



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MODULE 1: BUSINESS NEGOTIATION

🕒 23/06/2025, 16:00 - 20:00

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

16:00

OPENING WORD*

Welcome word and official opening of the EFRI International Business Workshops BIP SE 2025

16:45

TOMISLAV GALOVIĆ, EFRI

Workshop Introduction

17:00

HUGH CLACK, XAMK

Imagining Alternative Futures for Negotiations

18:30

DAVORIN BALAZŽ, EFRI

Negotiating - my take

20:00

THE END OF A DAY 1

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



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STUDY VISIT & STUDENTS PREPARATION

🕒 24/06/2025, 08:00 - 21:30

📍 [Azura](#) lounge location

08:00

PREPARATION FOR STUDENT'S
ASSIGNMENTS

20:00

THE END OF A DAY 2

21:30

EFRI IBW 2025 BIP LOUNGE PARTY
@ AZZURA BAR RIJEKA



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MODULE 2: COMMUNICATION IN BUSINESS NEGOTIATION

🕒 25/06/2025, 13:00- 20:00

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

📍 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

19:15 **PREPARATION FOR STUDENT'S
ASSIGNMENTS**

20:00 **THE END OF A DAY 3**

Breaks: 19:00-19:15

* Dress properly.



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FACULTY OF ECONOMICS AND BUSINESS RIJEKA - JUNE 23RD- 29TH 2025

MODULE 2: COMMUNICATION IN BUSINESS NEGOTIATION

🕒 26/06/2025, 16:00 - 20:00

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

16:00

**PREPARATION FOR STUDENT'S
ASSIGNMENTS**

17:30

IVAN VUJIČIĆ, DURAN
International business negotiation

18:30

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

20:00

THE END OF A DAY 4

Break: 17:15-17:30



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MODULE 3: INTERNATIONAL NEGOTIATION

🕒 27/06/2025, 16:00 - 20:00

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

16:00

ALEKSANDAR VIGNJEVIĆ, INFOBIP
Tech Sales Negotiation

17:15

DEAN MATIĆ, INFOSIT
Negotiation Power: KAM at Infosit

18:30

STUDENTS PRESENTATIONS
Topic: Student's Negotiation Workshop

20:00

THE END OF A DAY 5

Break: 17:00-17:15



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11:30

**THE CLOSING CEREMONY OF
INTERNATIONAL BUSINESS WORKSHOPS
BIP SE 2025***

🕒 28/06/2025, 12:00 - 13:00

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

*Dress properly.



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13:00

**EFRI IBW 2025 FAREWELL LUNCH -
OPTIONAL (DURATION: 1- 3 HOURS, YOUR
CONFIRMATION NEEDED)**

🕒 29/06/2025, 13:00-16:00

📍 Azura lounge location



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Lecturers

FACULTY OF ECONOMICS AND BUSINESS RIJEKA - JUNE 23RD- 29TH 2025



DAVORIN BALAŽ, PHD

Postdoctorand, University of Rijeka, Faculty of Economics and Business, Croatia



HUGH CLACK, MBA, MCA, PGDE

Senior Lecturer, University of Applied Sciences XAMK, Finland



TOMISLAV GALOVIĆ, PHD

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



MIHO KATIĆ, MECON

Director of Credit and Corporate analysis, Department at Zagrebacka banka, Rijeka, Croatia



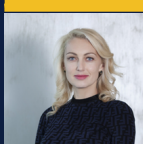
DEAN MATIĆ, MECON

Key Account Manager, Infosit LLC, Poreč, Croatia



IVAN VUJIČIĆ, MECON

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



SILVIYA TODOROVA, PHD

Chief. Assist. Prof. Dr., IP Attorney Todorov LLP/ University of National and World Economy, Sofia, Bulgaria



ALEKSANDAR VIGNJEVIĆ, MECON

Senior EMEA Expert, INFOBIP, Rijeka, Croatia



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