

ZSEM SUMMER NEGOTIATIONS 2016

August 21 – August 29 2016

Zagreb School of Economics and Management, Zagreb, Croatia
University of Michigan, Ross School of Business, Ann Arbor, USA

About the Institutions

Zagreb School of Economics and Management

The Zagreb School of Economics and Management is Croatia's top business school according to the Eduniversal rankings. ZSEM was also awarded the AACSB accreditation in 2013, placing it amongst the top-five percent of the best business schools in the world. www.zsem.hr

University of Michigan's Ross School of Business

The University of Michigan's Ross School of Business is ranked in the Top 10 of every Bloomberg Businessweek ranking (started in 1988) and it is the top ten best business school in the United States, according to the *U.S. News & World Report*. <https://michiganross.umich.edu/>

Program Overview

Every summer, ZSEM hosts students from countries around the world during its International Summer School and Summer Negotiations programs. Participants of the program are undergraduate and graduate students who are interested in new experiences, motivated in learning about cross-cultural negotiating and resolving disputes from a renowned professor from the University of Michigan. The program also provides participants an opportunity to fully enjoy their experience in Croatia, through sightseeing in Zagreb, a field trip during the weekend to Zadar and National Park Plitvice Lakes and a farewell dinner party. Students will visit Zagreb's culturally rich surroundings, the US Embassy and several local and international companies in Zagreb.

Course Description:

The ability to negotiate effectively is an important skill in business. This course emphasizes negotiation strategies and skills that will enable you to successfully negotiate business transactions and resolve disputes. Among the specific topics in the course are cross-cultural negotiation, legal and ethical guidelines for negotiation, and psychological tools that increase your negotiation effectiveness.

Course Lecturer:

George Siedel is Professor of Negotiation and Dispute Resolution at the Ross Business School and also teaches short versions of the course in EMBA and Executive Education programs around the world. He has also served on several boards of directors and as Associate Dean of the University of Michigan Business School. In the past he was a Visiting Professor at Stanford University and Harvard University. He has been elected a Visiting Fellow at Cambridge University's Wolfson College and a Life Fellow of the Michigan State Bar Foundation. As a Fulbright Scholar, Professor Siedel held a Distinguished Chair in the Humanities and Social Sciences. His research addresses legal issues that relate to international business law, negotiation, and dispute resolution.

Tuition Fee Overview:

Tuition fee for the Summer Negotiations program includes all of the items listed in the table below:

* 1 ECTS credit is approximately 0.5 US credit.

COURSE	FEE	ECTS	ACADEMIC ACTIVITES	OTHER PROGRAM ACTIVITIES
Cross-Cultural Negotiations and Dispute Resolution	645,00 EUR (regular fee) 560,00 EUR (for students of ZSEM partner Universities)	4*	3 h per day of class + 3 h per day of company visits + 2-3 h of lectures on the legal, cultural and economic business environment in Croatia	- Full-day excursion to: o Zadar (city) o Plitvice Lakes National Park - Farewell dinner party - Walking tour of Zagreb - Walking tour of Zadar

Schedule:

Sunday, August 21st:

Evening - Welcome gathering.

Monday, August 22nd – Friday, August 26st:

The academic program will go from 9 am – 5pm, including company visits, lunch and lectures. *You are free in the evening hours to explore Zagreb with the other students participating in the program or on your own. Alternatively, ZSEM will organize several social outings for students to participate in should they wish.*

Saturday, August 27th:

Morning – depart Zagreb for weekend excursion by bus.

Early afternoon – Visit to the [Plitvice Lakes National Park](#).

Afternoon – Arrive to hotel in Zadar.

Evening – farewell dinner party.

Sunday, August 28th:

Morning– Tour of Zadar.

Afternoon - Free time.

Evening - depart for Zagreb (returning late in evening hours)

Monday, August 29th:

Morning – End of program - departure

Company Visits:

- **Franck, Headquarters in Zagreb**

Franck is a Croatian coffee, tea and snacks company founded by Johann Heinrich Franck Söhne who immigrated from Ludwigsburg/Germany in 1892. Franck's products include coffee, espresso, French fries, pistachios, popcorn and potato chips. Sales

hover around \$74 million through direct selling, being one of the sole hot beverage providers. [Link](#) to official website

- **Podravka, Headquarters in Koprivnica**
Podravka is a food company based in Koprivnica, Croatia. It produces the rather well-known product Vegeta, amongst thousands of other products in its diverse catalogue. [Link](#) to official website
- **Proctor & Gamble, Zagreb office (to be confirmed)**
 - o American multinational consumer goods company headquartered in Cincinnati, Ohio, United States, founded by William Procter and James Gamble, both from the United Kingdom. Its products include pet foods, cleaning agents, and personal care products. [Link](#) to official website
- **United States Embassy in Zagreb (to be confirmed)**
[Link](#) to official website
- **Final Company visit to be determined.**

Accommodation:

Accommodation is NOT INCLUDED in the fee. Here is a list of resources that you can use to help you find accommodation:

Hostels

<http://www.chillout-hostel-zagreb.com/>

<http://www.swanky-hostel.com/mint/>

Hotels

<http://hotel-dubrovnik.hr/en/>

<http://www.hotelastoria.hr/en/>

<http://www.hotel-sheratonzagreb.com>

Apartment rental

<http://www.homeinzagreb.com/>

Visa & Health Insurance:

If students require a visa to enter Croatia, they are required to pay the total tuition fee in order to acquire

necessary documentation. In case their visa is denied for any reason ZSEM will return the payment after charging 10% of administrative costs. Postage costs are also incurred by applicants.

All international students are required to have health & travel insurance from their home country prior to their arrival in Croatia. This type of insurance has to be valid in case any health services will need to be used while staying in Croatia. For students coming from the EU countries their EU health insurance card is valid under the stated terms&conditions.

Any questions and support that students may need prior to arriving and during their stay can be directed to the program coordinator, Marija Durakovich, mdurakov@zsem.hr.

Payment Information:

Students will receive payment information via email from the program coordinator or the accounting office at ZSEM and they will be required to submit their payment of the full tuition fee according to the payment due date listed on the invoice.

Contact:

For questions please contact: Marija Durakovich, Program Coordinator, mdurakov@zsem.hr
Tel: +385 1 2354 289 <http://summerschool.zsem.hr> www.zsem.hr