

## ZSEM SUMMER NEGOTIATIONS 2017

August 20 – August 28, 2017

*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](http://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 is top 10 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 program. 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 sightseeings, 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.

### 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. 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:

COURSE	FEE	ECTS	ACADEMIC ACTIVITIES	OTHER PROGRAM ACTIVITIES
<b>Cross-Cultural Negotiations and Dispute Resolution</b>	<b>650,00 EUR</b> (regular fee)  <b>560,00 EUR</b> (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

\* 1 ECTS credit is approximately 0.5 US credit.

### Company Visits (some companies likely to change):

#### ***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

#### ***Bolfan Vinski Vrh winery***

The Bolfan Winery is an ecological estate, located in the Zagorje Hills just outside of Zagreb, which has a biodynamic philosophy of cultivation and wine production. The visit will include a tour of the winery's cellar as well as wine-tasting. <http://www.bolfanvinskivrh.hr/>

#### ***Proctor & Gamble, Zagreb office (to be confirmed)***

- 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

#### ***FIVE, Zagreb***

Five is a company that had a dream of developing and designing amazing mobile apps, and became an agency of 100+ serving global clients from its offices in New York and Croatia. [Link](#) to official website.

### 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/> (Students from the University of Michigan will be staying here)

<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](mailto:mdurakov@zsem.hr).

### Payment Information:

- For **Euro payments** from abroad, please use:
  - Account name:** Zagreb School of Economics and Management
  - Payment purpose:** SUMMER SCHOOL 2016 TUITION FEE-student's\_name
  - Privredna Banka Zagreb, Zagreb, Croatia, acc.no: 2500-021438;
  - SWIFT:** PBZGHR2X
  - IBAN:** HR 15 2340 0091 1100 7368 2
  - Zagreb School of Economics and Management, Jordanovac 110, Zagreb 10000, CROATIA
- For **payments made in Croatian Kuna (HRK)**, please:
  - o use our HRK account for payments in Kunas (HRK) at Privredna Banka Zagreb, acc no: 2340009-1110073682
- For online payment information, please use the following  
links: <http://wpos.wspay.biz/ZSEM.aspx>

(where you must enter the amount in Kuna, please convert your currency according to the middle (mean) exchange rate of the Privredna Banka Zagreb (on the day of payment) which can be found on the following page: <https://www.pbz.hr/en/tecajna-lista?sektor=Gradani>)

**NOTE: Accommodation is not included in tuition fee.**

### Contact:

For questions please contact:

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Tel: +385 1 2354 289 [www.zsem.hr](http://www.zsem.hr)