

## ROBERTO PIROZZI



Roberto is a dual qualified business lawyer: he has been admitted both to the bars of Rome and New York.

He is an international negotiator and also specializes in domestic and international arbitration.

He is an adjunct Professor of Negotiation and International Business Law both at the American University of Rome and LUMSA.

He is the chair of the organizing committee of the Italian Negotiation Competition and, during the Masterclass on Negotiation, he will moderate the panel.

## KELD JENSEN



Keld Jensen is an international author, professor, TEDx speaker and advisor on negotiation. He is an advisor for leading global companies, governments and individuals as an advisor and trainer.

A prolific author, Keld has published 24 books to date and is the recipient of numerous awards. Most recently, he was named to Global Gurus' 2021 Top 30 Negotiation Professionals list.

During his speech at the Masterclass on Negotiation, he is going to address the following points: 1) ***Having a defined negotiation strategy***; 2) ***Closely monitoring the financial consequences of Tru\$Currency***; 3) ***Articulating the Rules of the Game***; and 4) ***Practicing NegoEconomics***.

## CAMILE SOUZA COSTA



Intellectual Property Attorney and Negotiation Consultant, with LLM in International Commercial Law and Dispute Resolution by the Swiss International Law School (SiLS) and training in Theories and Tools of the Harvard Negotiation Project, by CMI Interser, in Harvard.

International accredited mediator at ADR ODR International, Member of the Brazilian Bar Association's Mediation Committee, founder of Sermis.me, National Representative Brazil and Executive Committee member of the International Negotiation Competition - INC.

During her speech at the Masterclass on Negotiation, she is going to address the topic “**Essential Skills for an Effective Negotiator**”.

## BIANCA CARTER



Culturally aware and internationally experienced, Bianca is a marketing guru, deal sealer, magic maker and lifelong learner (who is) always up to the challenge.

Passionate, highly motivated, and driven for success with 15+ years of experience in Marketing and Business Development across the US, UK, LatAM and EMEA markets.

During her speech at the Masterclass on Negotiation, she is going to address the topic “**Personal Branding - How to stand out in a saturated world**”.

## CARMELO FONTANA



Carmelo is the Senior Regional Counsel of Google and an adjunct professor at Bocconi University.

He holds a Master in Law, Science and Technology from Stanford Law School, where he also was a researcher at the Transatlantic Technology Forum ("TTLF").

During his speech at the Masterclass on Negotiation, he will address the topic "***Negotiating tech deals: what we can learn from the specifics of this industry***".

## ROAR THUN WAEgger



Roar is a “reformed” lawyer, now a facilitator, founder, and CEO of Waegger Negotiation Institute. He trains and advises managers, organizations, businesses among others in negotiations and influence work.

He serves regularly as a judge at international and national competitions and has for many years been a coach for the Norwegian team to INC.

He is also the chairman of the NGO, Sport4Understanding, with the purpose to use sports to develop contact and understanding between young people from different parts of the world.

During his speech at the Masterclass on Negotiation, he is going to address the topic “**Power in negotiations**”.

## LARRY TEPLY



Professor Larry Teply holds the Senator Allen A. Sekt Endowed Chair in Law at Creighton Law School in Omaha, Nebraska USA.

He teaches Civil Procedure, Trial and Arbitration Theory, and Negotiation.

He is the author of West's Legal Negotiation in a Nutshell (3d ed. 2016).

He has served as the Chair of the American Bar Association's Negotiation Competition Subcommittee (responsible for the American negotiation competition for law students) and as the Chair of the entire ABA Competitions Committee (administering moot court, arbitration, and client interviewing competitions as well). He is one of the cofounders of the International Negotiation Competition for Law Students.

During his speech at the Masterclass on Negotiation, he will address the topic “**Self-Analysis and Learning from Feedback**”.