

ASAb40 - DIS40 - Arbit - YAAP SUMMER RETREAT 2017

BADEN BEI WIEN - AUSTRIA

THURSDAY JULY 13th OPTIONAL

20:00 Pre-Conference Drinks
at the Summerstage in Vienna
Together with arb | aut

FRIDAY JULY 14th

09:45-10:15 Registration and Coffee

10:15-10:30 Welcome Address
Eliane Fischer and Benjamin Gottlieb

10:30-12:00 **Workshop Session 1**
NEGOTIATION SKILLS / BUSINESS DEVELOPEMENT
Charly LaFond Christopher Boog

12:00-13:30 Lunch

13:30-15:00 **Workshop Session 2**
BUSINESS DEVELOPEMENT / NEGOTIATION SKILLS
Christopher Boog Charly LaFond

15:00-15:30 Break

15:30-16:15 **Workshop Session 3**
CLIENT HANDLING / TIME MANAGEMENT
Patricia Nacimiento Niccolò Landi

16:15-16:30 Break

16:30-17:15 **Workshop Session 4**
TIME MANAGEMENT / CLIENT HANDLING
Niccolò Landi Patricia Nacimiento

18:00-19:30 Pre-Dinner Drinks

19:30 Dinner

SATURDAY JULY 15th

10:00-11:30 **Newsflashes**
*Anna Biasiolo, Italy - Tilman Niedermaier, Germany
Flavio Peter, Switzerland - Katharina Plavec, Austria*

12:00-15:30 Hike to local winery
followed by lunch and wine tasting



DIS40



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