



New Interdisciplinary Course, SS 2022 (VU 301020):

International Business Negotiations

This special course is organized by AIANI (Austria-Israel Academic Network Innsbruck) in collaboration with Assaf Ben-David from the Harry Radzyner Law School at the Reichman University (former Interdisciplinary Center Herzliya) in Israel, as well as the Law School of the University of Innsbruck and the Peking University in China. This is a rare opportunity for students to take part in a unique course together with students from Peking University in China, to learn the art of international business negotiations.

Students will gain insight into the dynamics of negotiating and structuring international business transactions and learn about the role that lawyers and/or business advisors play in these negotiations.

All this while having fun through interactive learning and practical hands on experience!

- ◆ Sessions will take place in **May and June 2022 (Blocklehrveranstaltung)** with an **Introduction on March, 15 2022.**
- ◆ Course can be recognized within the curriculum law for diploma students (e.g. „Presentation, Negotiation and Argumentation“) or as an elective („Wahlfach“).
- ◆ Language of Instruction: English (no formal requirements needed)
- ◆ **Registration is now open! Sign up until March 10, 2022 through lfu:online!**
- ◆ All further information here:
https://lfuonline.uibk.ac.at/public/lfuonline_lv.home?sem_id_in=22S&suche_in=assaf
- ◆ *For questions, please contact AIANI: aiani@uibk.ac.at*



Att. Assaf Ben-David

LL.M in Business Law from the Reichman University (Israel). Ben-David worked at one of the top five law firms in Israel, and specialized in Commercial Law, Venture Capital Funds, Internet & Computer Law and Start-Ups.