

New Interdisciplinary Course, SS 2021 (301020 VU):

# International Business Negotiations

This special course is organized by AIANI (Austria-Israel Academic Network Innsbruck) in collaboration with the Institute for Civil Law, the Institute for Business and Tax Law, and the Institute for Italian Law at the Law School of the University of Innsbruck as well as the Peking University in China. This is a rare opportunity for students to take part in a unique course together with students from 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.

- ◆ Sessions will take place in May and June 2021 (Blocklehrveranstaltung).
- ◆ Course can be recognized within the curriculum for diploma students at the Law School of the University of Innsbruck (for details see lfu:online).
- ◆ Language of Instruction: English (no formal requirements needed)
- ◆ **Registration is now open! Sign up until March 1, 2021 through lfu:online!**
- ◆ **All further information here:**  
[https://lfuonline.uibk.ac.at/public/lfuonline\\_lv.home?sem\\_id\\_in=21S&suche\\_in=assaf#lv-details](https://lfuonline.uibk.ac.at/public/lfuonline_lv.home?sem_id_in=21S&suche_in=assaf#lv-details)
- ◆ ***For questions, please contact AIANI: [aiani@uibk.ac.at](mailto:aiani@uibk.ac.at)***



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**LL.M in Business Law from the IDC Herzliya (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.**