



## **HHL Appoints Honorary Professor for Negotiation**

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Dr. Remigiusz Smolinski was recently appointed Honorary Professor of Negotiation by HHL Leipzig Graduate School of Management. By taking this step, Germany's first business school honors the great accomplishments of this Polish scientist in the research and teaching in this particular and very important field of business administration and management education. HHL Dean Prof. Dr. Andreas Pinkwart says, "With Dr. Smolinski, an internationally renowned expert from the field of negotiation has joined us at HHL. He sustainably contributes to the success of our innovative Future Concept."

Dr. Smolinski is not only the co-founder of the International Negotiation Research and Teaching Association, an organization for scientists from the field of negotiation, but also of the annual event "The Negotiation Challenge". This world championship in negotiation, established in 2007 by HHL and Harvard Law School, represents one of the largest international negotiating competitions for students and provides an opportunity for students of business and law to train their negotiating skills in a competition with other schools.

Dr. Smolinski received his Master's degree in International Business from Poznan University of Economics in Poland and completed the Ph.D. program at HHL Leipzig Graduate School of Management. In his research he has focused on the theory and practice of negotiating, particularly in international settings, as well as on the theory and applications of decision-making routines in management science. He was a visiting scholar at Tufts University's Fletcher School of Law and Diplomacy and Harvard University's Program on Negotiation. He also visited and researched at Kellogg School of Management at Northwestern University and Sichuan University in Chengdu, China and worked as an Assistant Professor for Negotiation at IESEG School of Management in Lille, France. Dr. Smolinski built and managed Eastern European marketplaces at mobile.de (eBay Classifieds) and led a team that was responsible for driving ecommerce innovations at Otto Group. Currently, he works as Vice President for Business Development and Innovation Management at comdirect, and is a Research Associate at the Department of Business Administration, School of Business and Social Sciences, Aarhus University.

HHL Leipzig Graduate School of Management is a university-level institution and ranks amongst the leading international business schools. The goal of the oldest business school in German-speaking Europe is to educate effective, responsible and entrepreneurially-minded leaders. HHL stands out for its excellent teaching, its clear research focus, its effective knowledge transfer into practice as well as its outstanding student services. According to the Financial Times, HHL ranks first in Germany and fifth globally for its entrepreneurship focus within the M.Sc. and EMBA programs. HHL is accredited by AACSB International. <http://www.hhl.de>

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HHL Leipzig Graduate School of Management

Die HHL ist eine universitäre Einrichtung und zählt zu den führenden internationalen Business Schools. Ziel der ältesten betriebswirtschaftlichen Hochschule im deutschsprachigen Raum ist die Ausbildung leistungsfähiger, verantwortungsbewusster und unternehmerisch denkender Führungspersönlichkeiten. Neben der internationalen Ausrichtung spielt die Verknüpfung von Theorie und Praxis eine herausragende Rolle. Die HHL zeichnet sich aus durch exzellente Lehre, klare Forschungsorientierung und praxisnahen Transfer sowie hervorragenden Service für ihre Studierenden. [www.hhl.de](http://www.hhl.de)

Anlage: Bild

