

# 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 DEVELOPMENT**  
*Charlie LaFond / Christopher Boog*

12:00-13:30 Lunch

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

15:00-15:30 Break

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

16:15-16:30 Break

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

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

 ASAb40

 DIS40

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 YAAP  
young austrian  
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