



Conti Advanced Business Learning

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TO WHOM IT MAY CONCERN

I had the pleasure to start working with Dr. Branka Zei in 2005. At the time, I was starting my teaching career and my voice was one of my limiting factors of my teaching activity. I am glad to report that the coaching performed by Dr. Zei has sharply improved my communication ability and led to a sharp increase in my career success.

I am now a Professor at UBIS Business School and a Lecturer/Visiting Professors at 11 other Business Schools, including Oxford, INSEAD, HEC Paris and the University of St Gallen. For my Negotiation and Influencing workshops for corporate customers, I have often invited Dr. Branka Zei as a guest speaker, with full satisfaction of the participants. In addition, for the last two years, we have also used Dr. Zei's Voice and Image Analysis. Her methodology clearly indicates the areas of improvement for participants and the impact on their image. This is proving to be an important element of differentiation and value for my workshops.

Because of all these positive experiences, I am delighted to act as a positive reference to Dr. Branka Zei and look forward to continuing to work with her

Giuseppe Conti

Professor at UBIS Business School

Lecturer/Visiting Professor at 11 other Business Schools

Creator of Master Negotiators at CABL (www.cabl.ch)