

GIUSEPPE CONTI



Giuseppe Conti
 Founder, CABL

Creator of Master
 Negotiators,
 Award-Winning Professor
 and Lecturer, Executive
 Leader

"Real-Life Negotiation
 Training that gets Results"

Giuseppe Conti is the founder of CABL (www.cabl.ch), a firm that offers a range of customized training in the field of negotiation and influencing.

Since 2005, he is an award-winning Professor and Lecturer at leading business schools throughout Europe (Cambridge, EPFL, ESADE, HEC Lausanne, HEC Paris, IESE, IMD, Imperial College, INSEAD, London Business School, Oxford, RSM, SDA Bocconi, UBIS, University of Geneva and University of St Gallen), recognized for his lively and interactive training workshops.

He runs negotiation workshops in four continents. Corporate leaders from multinational corporations and individuals from over 90 different countries have attended his workshops.

Giuseppe is an accomplished negotiator and integrates into his training over 25 years of executive-level experience at Blue Chip corporations (Procter & Gamble, Novartis, Firmenich, Merck).

His recent research and articles have focused on negotiating with no alternatives, influencing in healthcare, gender differences in negotiation, managing internal and external negotiations, dealing with difficult people, and cross cultural negotiations.