

**Virtual Workshop****“How to become ExportExperts: Negotiations in International Trade”****Tuesday, 30<sup>th</sup> May 2023 | 15:00 hours****Agenda**

15:00 - 15:05

**Welcome**

Vicky Makrigianni, Director, International Relations &amp; Regional Policy, SEV

**1<sup>st</sup> part: Negotiations with the EU, Africa and Asia**

15:05 – 15:15

**Main principles of Negotiations / Do's and Don'ts**

Types of Negotiations, Risks and Difficulties, Stages of Negotiations as well as useful Do's and Don'ts tips

15:15 – 15:20

**Q&A**

15:20 – 15:35

**Negotiating with the EU, Africa and Asia**

15:35 – 15:40

**Q&A****Speaker:** Dimitris Karavasilis, Founder & CEO, DK Consultants Group**Coordination:** Dina Athanasiou, Associate Advisor, International Relations & Regional Policy, SEV**2<sup>nd</sup> part:****Plato Institute of International Strategic Extroversion: On-Site Pre-Contract Investigations of Credit Accreditation for Safe Negotiations in International Trade**

15:40 – 15:50

**On-Site Pre-Contract Investigations of Credit Accreditation for Safe Negotiations in International Trade**

15:50 – 15:55

**Q&A****Speaker:** Dr. Adrianos Protogeros, CEO, Plato Institute of International Strategy**Coordination:** Eleftheria Roma, Senior Advisor, International Relations & Regional Policy, SEV**3<sup>d</sup> part: EUROBANK**

15:55 – 16:05

**The role of Banks in International trade in the EU, Africa and Asia**

Insights into how banking institutions form ecosystems and invest in technology to support businesses to achieve their expansion plans in a rapidly changing global environment.

16:05 – 16:10

**Q&A****Speaker:** Athanassios Daflos, Head of Transaction Banking Solutions, Global Transaction Banking, Eurobank**Coordination:** Dina Athanasiou, Associate Advisor, International Relations & Regional Policy, SEV



**4<sup>th</sup> part: Case studies of SEV's Members about negotiating with the EU, Africa and Asia**

16:10 - 16:20 **VIORYL: Negotiating with the African Market**

16:20 - 16:25 **Q&A**

**Speaker:** Vassilis Dourtoglou, CEO, VIORYL

16:25 - 16:35 **DEMO: Negotiating with the Asian Market**

16:35 - 16:40 **Q&A**

**Speaker:** Apostolos Samiotis, Director of International Sales, DEMO

16:40 – 16:50 **ELVIAL: Negotiating with the EU market**

**Speaker:** Tania Tzika, COB, ELVIAL

16:50 - 16:55 **Q&A**

**Coordination:** Eleftheria Roma, Senior Advisor, International Relations & Regional Policy, SEV

16:55 - 17:00 **Conclusions**

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