



**SPE
Young Professionals
Italian Section**
organizes:

Negotiations: Pacta Sunt Servanda (?)

Alessandro Nanotti

May 22nd, 2008 – 17:30 – 18:30 p.m.

Sala Barbara – V Palazzo Uffici Eni

A talk with ...

ALESSANDRO NANOTTI is a negotiator in the E&P Division since 2006. After graduating in economics and law and a brief experience as a financial advisor he joined Eni in 2005. In 2007 Alessandro spent almost an year in Angola negotiating the acquisition of Block 15/06, the participation of Eni in the Angola LNG Project and working on the contracts for the new Angola Gas Project. He currently works in the negotiation department for West Africa and Egypt, with a particular involvement in the negotiations regarding the Republic of Congo.

About ...

Negotiating mutually satisfying contracts can help managing cultural differences and bridging diverse priorities in a multicultural and fast-changing world. But is it enough? Long term contracts are being continuously renegotiated, and new contracts are becoming every day stricter, more expensive and harder to close. Therefore a broad and compound variety of negotiating skills are essential when it comes to making deals with business partners. Negotiating requires doing several things at once: presenting your position while trying to understand theirs, address your interests while exploring theirs and understanding their motivations as people and business players. Above all it requires establishing credibility with the counterparts and influencing them, by being both competitive and collaborative. It combines the hard tools of negotiation analysis, preparation and tactics with the soft skills of empathy, exploring interests, creating dialogue and building relationships.

An insight to the compelling and multifaceted world of negotiations.

Social ...

At the end of the Lecture you are invited to join us for an aperitif for participants and SPE members