



DR. REMIGIUSZ SMOLINSKI

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Guest Lecturer**

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ACADEMIC EDUCATION

- 2003-2006 Dr. rer. oec., Department of Microeconomics and Information Systems, HHL Leipzig Graduate School of Management, Leipzig, Germany
- 2005 Research visit, Program on Negotiation at Harvard Law School Cambridge, USA and The Fletcher School of Law and Diplomacy Medford, USA
- 1996-2001 Master Degree in Economic Science, Teaching Assistant for Macroeconomics, Poznan University of Economics, Poznan, Poland
- 2000 Study abroad, summer term at HHL Leipzig Graduate School of Management, Leipzig, Germany

PROFESSIONAL EXPERIENCE

- Since 2007 Lecturer/honorary professor at HHL Leipzig Graduate School of Management
- Since 2015 VP Business Development & Innovation Management – comdirect Bank, Hamburg, Germany
- 2012-2015 Head of Innovation Management– Corporate Development, Otto Group, Hamburg, Germany
- 2008-2012 Country Manager Eastern Europe, mobile.international GmbH, Berlin, Germany
- 2008 Corporate Development Manager, mobile.de & eBay Motors GmbH, Berlin, Germany



- Since 2007 Lecturer in the MBA and Diploma Program, teaching Negotiation at HHL Leipzig Graduate School of Management, Leipzig, Germany
- 2007-2008 Strategic Initiatives Manager, eBay International AG, Berlin, Germany
- 2000-2002 Business Development Manager Mobile, Lycos Europe, Gütersloh, Germany
- 2000-2002 Business Development Manager, Lycos Europe, Warsaw, Poland
- 2000-2002 Assistant Business Development Manager, Lycos Europe, Gütersloh, Germany
- 1999 Internship in the HR Department of Procter and Gamble Poland, Warsaw, Poland

MEMBERSHIPS AND AFFILIATIONS

- Founder of The Negotiation Challenge – a major international negotiation competition open for graduate students (<http://thenegotiationchallenge.org/>)
- Member of Beta Gamma Sigma – The International Honor Society

RESEARCH INTERESTS

- Theory and practice of negotiation in international settings, in particular cross-cultural comparative studies of negotiating profiles
- Theory and applications of decision making routines in negotiation
- Conflict resolution and management science
- Negotiation pedagogy