

## 2-Day Workshop *Humans and the Art of Analytical Modelling*

Module	Time	Topic	Lecturer
<b>11 November 2017 /Saturday/, FEBA, Hall 520</b>			
<b>1 Welcome and introduction</b>	9 – 10 am	Humans and the Art of Analytical Modelling: Why soft skills are so important?	Marinela Kremenska, Rossen Valtchanov, Dimitar Vasilev, Desislava Yordanova, Ralitsa Ganeva
<b>2 Influencing I</b>	10 – 11:30 am	Essentials of successful negotiation	Sevdalina Vassileva
<i>Break</i>	<i>11:30 – 11:45 am</i>		
<b>3 Communication Skills I</b>	11:45 – 1 pm	How to communicate rocket science?	Gradi Gradev
<i>Break</i>	<i>1 – 2 pm</i>		
<b>4 Personal Skills I</b>	2 – 2:30 pm	Self Awareness, Self Assessment and Self Confidence. Taking criticism	Eliza Ivanova
<b>5 Personal Skills II</b>	2:30 – 3:45 pm	Coping resources	Eliza Ivanova
<i>Break</i>	<i>3:45 – 4 pm</i>		
<b>6 Personal Skills III</b>	4 – 5 pm	Delivering bad news	Eliza Ivanova
<b>12 November 2017 /Sunday/, FEBA, Hall 520</b>			
<b>7 Communication Skills II</b>	9 – 10:25 am	How to speak in front of public? Fear, fever and other threats	Savina Barzeva
<b>8 Communication Skills III</b>	10:30– 11:30 am	Body language and its importance for effective communication. How to spot a lie?	Irina Georgieva
<i>Break</i>	<i>11:30 – 11:45 am</i>		
<b>9 Interpersonal Skills I</b>	11:45 – 12:45 am	Emotional intelligence and emotion management	Irina Georgieva
<i>Break</i>	<i>12:45 – 1:45 pm</i>		
<b>10 Interpersonal Skills II</b>	1:45 – 3 pm	Conflict resolution. Managing difficult conversations. Dealing with difficult people. How to deal with Bullies?	Irina Georgieva
<i>Break</i>	<i>3 – 3:15 pm</i>		
<b>11 Influencing II</b>	3:15 – 4:15 pm	How to be a persuasive speaker?	Mihaela Savova
<b>12 Concluding discussion</b>	4:15 - 5 pm	What makes a successful analyst?	Rossen Valtchanov, Ralitsa Ganeva

Lecturers (in order of appearance)

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<b>Desislava Yordanova</b>	Associate Professor at the <i>Business Administration Department</i> , Faculty of Economics and Business Administration, Sofia University St. Kliment Ohridski. PhD in Entrepreneurship. Professional with 17 years of research, consulting and training experience in the field of entrepreneurship, management, corporate social responsibility, etc.
<b>Sevdalina Vassileva</b>	Executive Director and Member of the Board of Directors at First Investment Bank. Professional with 20 years of managerial experience in strategy and marketing, business development and retail in FMCG and Banking and Financial services. Expert in the field of client relationship management and negotiations. Mentor and business angel to startup companies. Chair of FEBA Alumni.
<b>Gradi Gradev</b>	MCIM Chartered Marketer, Head of Marketing at British Council Bulgaria. Professional with 12 years of managerial experience in marketing and PR and 5 years of TV experience as journalist and presenter at the Bulgarian National Television. Coordinator of Sofia Science Festival.
<b>Eliza Ivanova</b>	Chief Assistant Professor at the <i>Department of General, Experimental and Genetic Psychology</i> , Sofia University St. Kliment Ohridski, PhD in Psychology. Professional with 7 years of consulting and training experience in the field of health psychology, communication skills, stress management, coping resources, etc.
<b>Savina Barzeva</b>	Actress, Director, Theatre Pedagogue. Professional with 10 years of acting experience in theatre plays (Sfumato, Varna Drama Theatre, National Theatre Ivan Vazov, <i>Tear and Laugh</i> Theatre) and 6 years of training experience ( <i>Училище за таланти</i> , etc.)
<b>Irina Georgieva</b>	Associate Professor at the <i>Law and Humanitarian Sciences Department</i> , Technical University – Sofia, PhD in Psychology. Professional with 15 years of consulting and training experience in the field of soft skills competencies. Senior expert in organizational behaviour, conflict management and communication.
<b>Mihaela Savova</b>	Entrepreneur, Co-Founder of <i>1Hub</i> and Founder of <i>Reborn</i> . Professional with applied research background and successful entrepreneurship experience. Project Leader at Leader Talks (monthly events organized by ABLE - Association of Bulgarian Leaders and Entrepreneurs, which aim to inspire leadership and promote entrepreneurial mindset).
<b>Rossen Valtchanov</b>	Director at Exeter Risk Management Corporation Ltd. in London, UK, FEBA research fellow, AEEEM lecturer. Professional with over 25 years of managerial and consulting experience in field of Risk, Banking regulation, Capital and portfolio modelling, Analytics, strategic and analytic solutions to banking and financial institutions.

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