

**Call for Proposals
International Negotiation Teaching and Research Association (INTRA) 2020**

International Negotiation and Teaching Research Association (INTRA) involves teachers and practitioners of negotiation. The organization seeks to explore theory and practice of negotiation as well as the teaching of negotiation. INTRA is open for all academics and practitioners interested in negotiation and its teaching.

Further info on INTRA:

<http://mgmt.au.dk/research/organisation-strategy-and-accounting/osa-research/networks/intra/the-international-negotiation-and-teaching-research-association-intra/>

INTRA's next meeting will be held in Barcelona, Spain at EADA Business School on Thursday, April 16, 2020, 9:30 AM - 4:30 PM.

Proposals are invited for presentations, workshops, and panel sessions.

- Presentations: 20 minutes of presentation time followed up 10 minutes of Q&A. A discussant may be appointed at your request.
- Workshops: designed for one hour sessions and may be for pedagogical development, demonstration of negotiation concepts, or other purposes.
- Panel sessions: designed for 30 minute or one hour sessions. Please include the names of the panelists and moderator who will participate.

Please send an abstract (250-3050 words) as well as key references by email to Peter Kesting at petk@mgmt.au.dk, not later than March 20, 2020.



THE NEGOTIATION CHALLENGE

INTRA 2020 will be followed on April 17-18 by The Negotiation Challenge (TNC), an international student competition featuring graduate level teams from around the world.

For further info on The Negotiation Challenge, please visit: <https://thenegotiationchallenge.org/>