

SIGN UP

WINTER MEETING IHLG 2026

29th January, Milan

CONGRESS VENUE: GLAM HOTEL, PIAZZA DUCA D'AOSTA 4/6

Program

10.00 Registration

10.30 Opening Session

Lorenzo Pradella - BrYetEurope, Italy HLG President

11.00 IHLG Assembly

Association Report and Membership status

Activities for 2025 and 2026

Election of the Executive Board for the next two years

13.00 Networking lunch

14.00 Seminar "Negotiation & Influencing for Licensing & Business Development"

Alessandro Comerci - CABL Conti Advanced Business Learning

17.00 Open discussion

17.15 Conclusions

Lorenzo Pradella - BrYetEurope, Italy HLG President

On the occasion of the Winter Meeting, Italy HLG is pleased to host an exclusive seminar dedicated to professionals in Licensing and Business Development. The seminar focus on developing advanced negotiation and influencing skills for complex, high-impact decision-making contexts and is led by Alessandro Comerci of Conti Advanced Business Learning (CABL), an internationally recognized organization that transforms negotiation into a concrete strategic lever for creating lasting value within organizations. In 2025, CABL's "Leading Edge Negotiation" program was recognized as the Best Program in the World for Negotiation, confirming the excellence and impact of its methodology. During the seminar, the following topics will be addressed: how to increase the value of licensing agreements; how to effectively influence complex counterparts; how to make stronger negotiation decisions under pressure. An event designed for those involved in value creation through strategic relationships and who wish to take their negotiation skills to the next level.

Subscription Fee

€ 50 + VAT (LUNCH)

€ 100 + VAT (AFTERNOON SEMINAR)

Participation in the Assembly is free. Online registration is required.



Business development networking group
for the healthcare industry
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