

SAVE THE DATE

JAMS Pathways in collaboration with the
Commercial Arbitration Centre of the Portuguese Chamber of Commerce and Industry

An Advanced Executive Intensive
BEFORE IT IS TOO LATE
Negotiation Judgment Under Pressure
Conducted in English

September 22, 2026

10:00 a.m. - 5:30 p.m.

Reception to follow: 5:30-6:30 p.m.

**Grand Hall, Portuguese Chamber of
Commerce and Industry**

Rua das Portas de Santo Antão, 89
1169-022 Lisbon, Portugal

JAMS Pathways and the Commercial Arbitration Centre of the Portuguese Chamber of Commerce and Industry bring to Portugal an exceptional combination of international experience, cutting-edge negotiation scholarship, and high-stakes practice — built on real, high-intensity negotiations, complex commercial deals, and international disputes that faculty have personally led.

This advanced, highly interactive program tests negotiation judgment under pressure, across cultures, and in the presence of AI — for executives, business leaders, and legal counsel alike, including those shaping how disputes are negotiated, not only litigated.

SPEAKERS

Jack Cambria - Former Commanding Officer, NYPD Hostage Negotiation Team

Giuseppe De Palo - Negotiation Process Designer and Mediator, JAMS (New York)

Mariana França Gouveia - President of the Commercial Arbitration Centre;
Partner, Litigation & Arbitration, VdA; Full Professor, NOVA School of Law

Josh Weiss - Co-founder, Global Negotiation Initiative, Harvard University

SENIOR PROGRAM ADVISOR

Thomas Gaultier - International Mediator, Lawyer, and Co-Founder of ICFML

Detailed program and registration information to follow.

For information: info@jamspathways.com