

# BBS



## Filippo Martini

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### BIOGRAPHY

Filippo Martini is an adjunct professor, trainer and consultant working in negotiation, mediation and conflict resolution. He teaches Negotiation and Mediation at the University of Ferrara, where he combines theory, simulations and structured feedback to create practical and engaging learning experiences, and he coaches students for national mediation competitions. He is also a Fellow of the Institute for Global Negotiation, where he co-founded the *Journal for Global Negotiation* and now leads Growth & Production, coordinating production activities and the work of the team. Alongside his academic work, he supports organizations and professionals through executive training and applied negotiation, with a focus on complex interactions, conflict management and AI-supported preparation. Over the years, he has collaborated with universities, institutions and professional associations in Italy and abroad. He holds a Law degree from the University of Ferrara and an MBA from Bologna Business School.

### RESEARCH AREA

Negotiation, mediation and conflict resolution; negotiation pedagogy; experiential learning; AI-supported negotiation preparation; decision-making in complex professional and institutional contexts.

### TEACHING AREA

Negotiation and mediation; conflict management; mediation advocacy; experiential learning; simulation-based training; AI-supported preparation for negotiation and decision-making.

### AWARDS AND GRANTS

As coach of the University of Ferrara mediation team, Filippo Martini led students to the following national results: 5th place at the Italian Mediation Competition (2022), 3rd place at the Italian Mediation Competition (2023), 1st place at the Italian Mediation Competition (2024), 2nd place at Mediation in

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Verona – M.A.V. (2025), and 5th place at the Italian Mediation Competition (2025).

## PROFESSIONAL EXPERIENCE

Filippo Martini combines negotiation training, consulting, mediation and academic teaching, working across professional, institutional and educational settings. Alongside his role at the University of Ferrara, he works as an independent trainer and consultant, supporting organizations and professionals through practical, simulation-based negotiation and conflict management training. He is also a civil and commercial mediator and a member of AIFIA (Italian Association of Artificial Intelligence Trainers). He is co-founder of the *Journal for Global Negotiation* and currently leads Growth & Production, overseeing production activities and coordinating the work of the team. He has also been Scientific Coordinator, lecturer and trainer at the International School of Negotiation, where he contributed to executive education, research-oriented training and the development of *NegoziAmo*, an experimental programme at the intersection of negotiation and AI, developed with experts in generative AI and machine learning to explore applied practices that enhance both fields. This work also led to the development of corporate labs on negotiation and AI. Over the years, he has collaborated with universities, institutions and professional associations in Italy and abroad through lectures, workshops and project-based initiatives focused on negotiation and mediation.

## SELECTED PUBLICATIONS (LAST 5 YEARS)

Martini, F., & Aissaoui, M. (2026, March 15). *Practitioner interview with Precious Matsoso*. *Journal for Global Negotiation*, 2(1), 10–16. <https://doi.org/10.70714/yk9t6s21>

Nuehnen, F., Martini, F., Cruz Torres, F., & Gubler, J. (2026). *Mapping the European negotiation landscape: Insights from the 2025 European Negotiation Conference*. *Journal for Global Negotiation*, 2(1), 17–32. <https://doi.org/10.70714/79m51k95>

Martini, F. (2025). *The impact of AI on negotiation practices in academia: Case-based reflections*. In L. Caporarello (Ed.), *AI in education: The urgency of the now*.