



Valon MURTEZAJ

Doctorate of Diplomacy

**Senior Professor of Practice, International Negotiation and
Sales Management**

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EDUCATION

- 2011** Doctorate of Diplomacy, SMC University, Switzerland
- 2006** MBA IEM, University for Business and Technology & Vienna University of Technology, Kosovo
- 2002** Medical Doctor (M.D.), University of Prishtina, Medical Faculty, Kosovo

PROFESSIONAL CERTIFICATION

- 2023** Teaching with Cases, Harvard Business Publishing Education, USA
- 2022** Teaching with Cases, Harvard Business Publishing Education, France
- 2019** Dealing Daily with Diversity Training - Level 2, IÉSEG School of Management, France
- 2019** Dealing Daily with Diversity Training - Level 1, IÉSEG School of Management, France
- 2019** Pedagogical Certificate, IÉSEG School of Management, France
- 2017** ALPS - Austrian Leadership Programs, Ministry of Foreign Affairs of Austria , Austria
- 2010** Intensive Seminar on European Union, College of Europe, Belgium
- 2010** Leading, Negotiating, Innovating, Harvard Kennedy School, Greece
- 2009** Summer Course on German Language and Austrian Studies, Diplomatic Academy of Vienna, Austria
- 2009** I.S.E.O Summer School, I.S.E.O Summer School , Italy
- 2008** American Institute on Political and Economic Systems, The Fund for American Studies, Czech Republic
- 2005** WIFI IKT, Austrian Chamber of Commerce, Austria

RESEARCH INTERESTS

International Negotiation, Management

PROFESSIONAL EXPERIENCE

ACADEMIC:

2005 - 2010 Lecturer, University for Business and Technology, Pristina, Kosovo

PROFESSIONAL:

2020 - 2021 Foreign Policy Advisor to the Prime Minister of the Republic of Kosovo, Government of Kosovo, Pristina, Kosovo

2016 - 2017 Deputy Minister of Foreign Affairs of Republic of Kosovo, Government of Kosovo, Pristina, Kosovo

2014 - 2017 Principal Advisor on Foreign Affairs to the Prime Minister of Kosovo; , Government of Kosovo, Pristina, Kosovo

2014 - 2016 Deputy Chief of Staff to the Prime Minister of Republic of Kosovo, Government of Kosovo, Pristina, Kosovo

2006 - 2010 Capacity Building Consultant, UNICEF and Office of the Prime Minister of Kosovo., Pristina, Kosovo

2005 - 2005 Capacity Building Advisor, UNDP and Office of the Prime Minister of Kosovo, Pristina, Kosovo

2004 - 2005 Capacity Building Consultant, OHCHR-Finnish Human Rights Programme, Pristina, Kosovo

2002 - 2004 Senior Advisor- Equal Opportunity, Office of the Prime Minister of Kosovo, Pristina, Kosovo

2000 - 2002 Office Manager/ Programme Officer/ Education and Youth Officer, Save the Children, Pristina, Kosovo

1999 - 2000 Medical personnel, Medicines Sans Frontiers, Skenderaj, Kosovo

CONSULTING EXPERIENCE

2008 Consultant, United Nations Development Programme & Japan International Cooperation Agency (JICA), Kosovo

2006 - 2010 Consultant, UNICEF Capacity Building Consultant, Kosovo

COURSES TAUGHT

- International negotiation and modern diplomacy
- Applied conflict management theory, Grande école (master cycle)
- Conflict management and diplomacy, Msc in negotiation for organisations
- Gestion des conflits, Grande école (master cycle)
- International negotiation and diplomacy, Grande école (master cycle)
- Leadership and innovative negotiation, Grande école (master cycle)

INTELLECTUAL CONTRIBUTIONS

Papers in refereed journals

Published

Murtezaj V., (2013), Understanding International Negotiation and Conflict Management Strategies in Diplomacy, Organizational Culture, *International Journal of Knowledge, Culture and Change Management*, 12(2), pp. 45-55

Murtezaj V., (2012), Freedom of Religion in Republic of Kosovo, *Research Journal of International Studies*, (24), pp. 89-94

Communications in refereed conferences

International

Murtezaj V., (2026), *Understanding the role of Emotional Intelligence in Conflict Management Diplomatic Negotiations* IACM Conference 2026, Vienna, Austria

Murtezaj V., (2026), *Understanding Western Balkans' Berlin Process – A Conflict Management Perspective* IACM Conference 2026, Vienna, Austria

Murtezaj V., (2025), *The European Union Facilitated Negotiations for the Normalization of Relations between Kosovo and Serbia* . European Negotiation Conference, Paris, France

Murtezaj V., (2023), *The European Union facilitated negotiations for the normalisation of relations between Kosovo and Serbia*. IACM - 36th Annual Conference, Thessaloniki, Greece

Murtezaj V., (2023), *Understanding Western Balkans' Berlin Process – A Conflict Management Perspective* . IACM - 36th Annual Conference, Thessaloniki, Greece

Murtezaj V., (2022), *Understanding the role of emotional intelligence in diplomatic negotiations*, ISRE22- Conference of the International Society for Research on Emotion, Los Angeles, USA

Murtezaj V., (2020), *"Understanding the role of self-awareness in conflict management"* IACM 2020 Annual Conference, Charleston, South Carolina, USA

Murtezaj V., (2020), *The European Union facilitated negotiations for the normalisation of relations between Kosovo and Serbia"* IACM 2020 Annual Conference, Charleston, South Carolina, USA

Murtezaj V., (2018), *Role of Emotional Intelligence Competences in Solving Conflicts* IACM 2018 Conference, Philadelphia, USA

Murtezaj V., (2018), *Western Balkans' Berlin Process - A Transformative Cultural Landscape Process* Eighteenth International Conference on Knowledge, Culture, and Change in Organizations, Konstanz, Germany

Murtezaj V., (2018), *Western Balkans' Berlin Process - An intergovernmental conflict solving tool?* IACM 2018 Conference, Philadelphia, USA

Murtezaj V., (2014), *Understanding the Role of Emotional Intelligence in Conflict Management and Diplomacy* IACM 2014 Annual Conference, Leiden, Netherlands

Murtezaj V., (2012), *Understanding International Negotiation and Conflict Management Strategies in Diplomacy* 12th International Conference on Knowledge, Culture and Change in Organizations, Chicago, USA

Murtezaj V., (2011), *Freedom of Religion in Republic of Kosovo*. Religious Freedom in a Pluralistic Age, Brigham Young University and Georgetown University, Provo, Utah, USA

Murtezaj V., (2010), *How Has Globalization Shaped the Course of International Relations: Are We Moving Closer Or Further Apart*. IFAC International Workshop on Supplemental Ways for Improving International Stability - SWIIS 2010, Pristina, Kosovo

Murtezaj V., (2008), *New Leadership for New Business Environment Kosovo PostStatus Economic Challenges*. University for Business and Technology, Pristina, Kosovo

Other conference and seminar presentations

International

Murtezaj V., (2026), *President Ibrahim Rugova - Timeless Leadership Lessons for Peace through Negotiation and Diplomacy* International Scientific Conference : Ibrahim Rugova - Writer, Intellectual, President; Academy of Arts and Sciences of Kosovo, Prishtina, Kosovo

Murtezaj V., (2026), *The Use of AI in Diplomatic Negotiations*. AI Negotiation Forum 2026 - Exploring Pathways for Responsible Use of AI in Negotiation and Diplomacy, Boston (Virtual), USA

Murtezaj V., (2024), *South Europe and the Two Directives*. New European Directives CSRD and CSDD, Paneurope France et l'ANDV, Paris, France

Murtezaj V., (2022), *French Presidency of European Council - Challenges and Perspectives for the Western Balkans*, Konrad Adenauer Stiftung Department of Philosophy, University of Prishtina, Pristina, Kosovo

Murtezaj V., (2019), *Where do we stand with the dialogue - domestic, bilateral, regional, and international context* International Conference Kosovo-Serbia Dialogue: Normalization or an Aggravated Status , Pristina, Kosovo

Murtezaj V., (2018), *International Conference of PanEuropa-Kosova A Decade of Independence - Kosovo's European Path*, Pristina, Kosovo

Murtezaj V., (2018), *Understanding the role of emotional intelligence in conflict management negotiations in diplomacy* Faculty of Economics, University of Ljubljana, Ljubljana, Slovenia

Murtezaj V., (2011), *Religion Policy Colloquium* Georgetown University, Washington D.C., USA

Murtezaj V., (2009), *Kosovo realities and perspectives* University Paris Diderot Paris 7, Paris, France

Murtezaj V., (2009), *Kosovo realities* Diplomatic Academy of Vienna. Vienna School of International Relations, Vienna, Austria

Murtezaj V., (2009), *Situation of Roma in Europe* French Cultural Institute in Vienna under the official patronage of the Diplomatic Academy of Vienna, Vienna, Austria

Refereed proceedings

Published

Murtezaj V., (2010), How Has Globalization Shaped the Course of International Relations: Are We Moving Closer Or Further Apart?, in: ScienceDirect(Eds.) in *IFAC - Proceedings Volumes, Elsevier Ltd., chapter Volume 43, Issue 25, pp. 145-148*

Chapters in books

Published

Murtezaj V., (2025), The Invictus Negotiator for Freedom, Democracy and Peace - Ibrahim Rugova of Kosovo, in: Remigiusz Smolinski(Eds.), *Negotiators who Changed the World, 978-3-031-90366-3, Springer Nature Switzerland AG, Cham, chapter 17, pp. 343-364*

Murtezaj V., (2023), Foreign Policy. Republic of Kosovo: Facts and Figures., in: Konrad-Adenauer-Stiftung & German-Kosovar Business Association(Eds.), *Republic of Kosovo: Facts and Figures, n/a, Konrad-Adenauer-Stiftung & German-Kosovar Business Association, Pristina, chapter 3, pp. 26-35*

Murtezaj V., (2021), Foreign Policy, in: Republic of Kosovo: Facts and Figures, Konrad-Adenauer-Stiftung & German-Kosovar Business Association(Eds.), *Republic of Kosovo: Facts and Figures, N/A, Konrad-Adenauer-Stiftung & German-Kosovar Business Association, Pristina, chapter 3, pp. 22-29*

Research reports

Murtezaj V., (2010), *Unicef and Government of Kosovo: Report on the implementation of UN Convention on the Rights of the Child in Kosovo*, Unicef and Government of Kosovo

Murtezaj V., (2009), *Situation Analysis of Child Rights in Kosovo*, Government of Republic of Kosovo

Murtezaj V., (2009), *Situation Analysis of Human Rights in Kosovo*, Unicef and Government of Republic of Kosovo

Murtezaj V., (2008), *Basic Information Survey for Kosovo for the Preparation of JICA's Future Assistance*, Japanese International Cooperation Agency and UNDP

Murtezaj V., (2008), *Policy Development, Monitoring and Evaluation methodology (ies) within the Government of Kosovo*, UNDP (United Nations Development Programme)

Murtezaj V., (2008), *Report on the implementation of the UN Covenant on Economic, Social and Cultural Rights*, Unicef and Government of Republic of Kosovo

Murtezaj V., (2006), *Situation Analysis for the Strategy on the Public Administration Reform in Kosovo*, Government of Kosovo

Murtezaj V., (2006), *Western Balkans Social Exclusion Review*, DFID (United Kingdom)

Murtezaj V., (2004), *Combating Corruption in Kosovo- A citizen's Perception Survey*, UNDP

Murtezaj V., (2003), *Household Survey on Improving Service Delivery in Kosovo- Kosovo Mosaic*, Government of Kosovo and UNDP

Working papers

Murtezaj V., (2014), *Understanding The Role Of Emotional Intelligence In Conflict Management And Diplomacy.*, IESEG School of Management

GRANTS AND HONORS

Honor

- 2023 Nomination for Teaching Excellence Award 2023, IÉSEG School of Management, France
- 2022 Nomination for Teaching Excellence Award 2022, IÉSEG School of Management, France
- 2021 Nomination for Teaching Excellence Award 2021, IÉSEG School of Management, France
- 2017 Officer of the National Order of Merit of French Republic, President of the French Republic, France
- 2017 Alumni Hall of Fame Membership, Diplomatic Academy of Vienna, Austria

PROFESSIONAL MEMBERSHIPS

2019 - 2022 United Europe, Germany

EDITORIAL ACTIVITY

Associate Editor in an academic journal

Change Management - An International Journal Volume 12, USA

Reviewer in an academic journal

- 2021** International Journal of Conflict Management, United Kingdom
- 2019** The Organization Studies Journal Collection. Common Ground Research Networks., USA
- 2018** The Social Sciences Collection , USA
- Interdisciplinary Social Sciences Journal Collection. Common Ground Research Networks., USA

Reviewer in an book / textbook

2018 - 2019 Mustafa, M. (2019). The Kosovo-Serbia Dialogue at a Crossroad. Dukagjini Publishing House, ISBN 978-9951-05-272-6., Kosovo

- 2013** Zeneli, I. (2013). Foundations of Management - Management of Education Institutions, Libri Shkollor, ISBN 978-9951-07-971-6. Pristina, Kosovo., Kosovo
- Deskaj, B. (2021). Kosovo- Serbia Negotiations. Different Objectives of parties and complex mediation. Copy Print Group, ISBN 978-619-7627-02-2. Sofia, Bulgaria., Bulgaria

PROFESSIONAL SERVICE

Committee/task force member

- 2019** Best paper award committee member - 32nd Annual Conference of the International Association for Conflict Management, Ireland

Keynote address

- 2019** "EU Common Security and Defence Policy". United Europe and Embassy of Austria in Paris, France
- 2016** University of Iowa Provost's Global Forum. The Nation, the State, and the Global Redefinition of Self-Determination. Kosovo Case. , USA

Reviewer for an academic conference

- 2019 - 2020** IACM 2020 Annual Conference, USA
- 2019** 32nd Annual Conference of the International Association for Conflict Management, Ireland
- 2018** 31st Annual Conference of the International Association for Conflict Management, USA
- 2012** 14th Annual International Leadership Association Global Conference, USA
- IACM 2021, USA

RESEARCH ACTIVITIES

COMMITTEE CHAIR

Extensive media communication

- 2019 - 2022** Regularly provided analysis in the field of international relations, IÉSEG School of Management, France
- Diplomacy and peace talks, IÉSEG School of Management, France
- Extensive media communication on international affairs, IÉSEG School of Management, France

Participation in the development of an academic program

- Dual degree program, IÉSEG School of Management, France