

# MURILLO DE OLIVEIRA DIAS

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## BACKGROUND

- **Doctorate in Business Administration - DBA**

ESC-Rennes (França)

Conclusion in 2016

- **Master in International Management - MSc**

Fundação Getúlio Vargas - FGV/EBAPE

Concluded in 2008

- **MBA in Entrepreneurial Management**

Fundação Getúlio Vargas - FGV/ESANNF

Concluded in 2003

- **Electronic Engineer**

Centro Federal de Educação Tecnológica - CEFET/RJ

Concluded in 1992

## LANGUAGES

**Portuguese - native**

**Inglês - fluent**

**Espanhol - fluent**

**Francês - fluent**

**Italiano - advanced**

**Alemão - advanced**

**Russo-- basic**

**Mandarim - basic**

## **PROFESSIONAL EXPERIENCE**

**2010 to today - ECOLE SUPERIEURE DE COMMERCE - RENNES, FRANÇA**

- Professeur Vacataire

**2009 to today - TEMPERANCE TREINAMENTO E DESENVOLVIMENTO GERENCIAL E EMPRESARIAL LTDA.**

- Mnaging Director

**2005 to today - FUNDAÇÃO GETÚLIO VARGAS - FGV /MANAGEMENT/ONLINE/CADEMP/DINT**

- Professor and MBA Courses Coordinator

**2013 to today - FUNDAÇÃO DOM CABRAL**

- Guest Professor

**2013 to today - UNIVERSIDADE FEDERAL DO RIO DE JANEIRO**

- Guest Professor

**1996 até 2009 - PROFIT COMÉRCIO E SERVIÇOS LTDA.**

IT Business

- CEO

**1993 a 1996 - FUNDAÇÃO ESTADUAL DO NORTE FLUMINENSE - FENORTE**

- Administrative D-II de 1994 a 1996
- President of FENORTE Bidding Commission, im 1995.
- Member of FENORTE Bidding Commission, from 1994 to 1996.
- Administrative D-I, de 1993 a 1994.

**1993 - SECRETARIA EXTRAORDINÁRIA DE PROGRAMAS ESPECIAIS**

- Project Manager

**BANCO DO BRASIL S/A**

1984 a 1986

- trainee

**PROFESSIONAL CERTIFICATIONS**

- PMP (*Project Management Professional*) Since 2005**

PMI (*Project Management Institute – USA*)

- SAPM (*Stanford Advanced Project Manager*) Conclusion in2016**

Stanford University (*California – USA*)

- Myers-Briggs Type Indicator I e II since 2013**

Fellipelli São Paulo

- Thomas DISC since 2014**

Thomas International

## ACADEMIC ACTIVITIES

### PRIZES

- Awarded as Best Professor in 2014 by FGV Management
- First Brazilian to receive Advanced Consortium on Cooperation, Conflict and Complexity (AC4) award, by Columbia University in 2013.
- Awarded as Best Professor in 2012 by FGV Law School

### COURSES (CO) AUTHORSHIP

- Dias, Murillo; Valle, A. Curso online de Preparação para a certificação PMP. Rio de Janeiro: FGV Online, 2013.
- Dias, Murillo; *et. al.* MBA em Relações Governamentais. Rio de Janeiro: FGV/EESP, 2014.

### ARTICLES PUBLISHED

1. Dias, Murillo (2012). Two Case Studies on how to Deal Effectively with Fixed plus Variable Costs Contracts. In: *International Journal of Business and Management Studies*, 2012, volume 01, number 03, pp. 505-515.
2. Dias, Murillo, Navarro, R.; Valle, A. (2013). BMW and Brazilian Federal Government: Enhancing the Automotive Industry Regulatory Environment. In: *International Journal of Arts and Sciences*, 2013, volume 06, number 02, pp.551-567.
3. Dias, Murillo; Fonseca, A. Valle, A. (2014). FIAT and Chrysler in Brazil: the anatomy of an Alliance. In: *International Journal of Business and Management Studies*. ISSN: 2158-1479; volume 3, number 1, pp. 1-13.

4. Dias, Murillo *et.al.* (2014). Domestic Workers' Rights in Brazil: improvement of Labor Regulation. In: *Humanities and Social Sciences Review*. ISSN 2165-6258; volume 3, number 2, pp. 9 -21.

### **TRANSLATED BOOKS (into Portuguese)**

1. Lempereur, A.; Colson, A. Método de negociação. Rio de Janeiro: editora Atlas, 2009 (traduzido de *Méthode de Négotiation*).
2. Arrow et al. (2011). Barreiras para resolução de conflitos. SP: Editora Saraiva, série GVLAW, 1a. Edição (tradução de *Barriers to Conflict Resolution*).

### **TECHNICAL REVISION**

1. Bazerman, Max; Neale, Margaret A. (2013). Processo Decisório. São Paulo: Campus, 7a. Ed.

### **EDITORIAL BOARD MEMBERSHIP**

- **EDITORIAL BOARD MEMBER** of Deccan Business Review, Mumbai, India.

### **COURSES, CONFERENCES AND EXECUTIVE SEMINARS**

- **NEGOTIATION AND LEADERSHIP - PROGRAM ON NEGOTIATION DA HARVARD LAW SCHOOL**, 2009, 2010, 2011, 2012 (June and September), 2013, 2014, 2015.
- **CONVERTING STRATEGY INTO ACTION - STANFORD UNIVERSITY**
- **NÉGOCIATIONS AVEC LA COMISSION EUROPÉENNE - ESSEC IRENÉ E COMISSÃO EUROPEIA BRUXELAS - BÉLGICA**
- **NEGOTIATE BUSINESS DEALS IN CHINA - ESSEC - INSTITUTE DE RECHERCHE SUR NÉGOCIATION EN EUROPE - IRENÉ - PARIS - FRANÇA**
- **CONFERENCE: LES ORGANISATIONS ET LEURS BESOINS CHANGENT SUITE AUX NOUVELLES RELATIONS AVEC LEUR ENVIRONNEMENT,**

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ESSEC, Cergy Préfecture, Paris.

- INTERNATIONAL JOURNAL OF ARTS & SCIENCES (IJAS) CONFERENCE, FREIBURG, GERMANY, 2010, 2013, 2014
- INTERNATIONAL JOURNAL OF ARTS & SCIENCES (IJAS) CONFERENCE, VIENNA, 2012
- INTERNATIONAL JOURNAL OF ARTS & SCIENCES (IJAS) CONFERENCE, MUNICH, 2013
- INTERNATIONAL JOURNAL OF ARTS & SCIENCES (IJAS) CONFERENCE, LONDON, 2013

● SEMINAIRE DE NÉGOCIATIONS E MÉDIATION Larry Susskind - ESSEC Paris Cergy

● MÉDIATION ENVIRONNEMENTALE ET CONFLITS DE L'EAU - Université de Paris SUD 11

● CROSS CULTURAL NEGOTIATIONS - UNITAR Genève

● **Negotiation with Germans** - Câmara de Comércio Brasil Alemanha - Fundação Konrad Adenauer

● **Mediation and Arbitrage** - Tribunal Arbitral de São Paulo - TASP

● **Empretec SEBRAE** - abr/2010

● *Case study how to do it* - Fundação Getúlio Vargas

● *Balanced Scorecard* - Fundação Getúlio Vargas

● *Comunicação para Professores* - Fundação Getúlio Vargas, turmas 13 e 21

● *Negociação, PNL e Oratória* - Centro de Produções Técnicas

● *PMP 38* - Preparatório para exame PMP - ProjectLab □

● *Digital copiers*: KM-1505, 1530, 2030, 4530 - Brasif Electronics

● *Analogic copiers*: Mita DC-14X5, 2255 e *Redes Microsoft e Novell* - Brasif

● *Normalização e qualidade no atendimento* - IBQN

● *Reengenharia e Learning Organization* - Amana Key

● *O que é o Mercado de Ações* - BVRJ □

● *Formação técnica em Mercado de Capitais* - BVRJ; □

● *Análises Fundamentalista e de Investimentos* - Escola Gráfica - BVRJ

● *Finanças Internacionais* - LCM Consultoria

● *Habilitação como Operador de Pregão* - Concurso BVRJ