

To whom it may concern

Re: Letter of recommendation for Michal Racek

Michal was a student in two of my courses at ESADE Business School, Negotiations in Tough Environments and Global Organization. Thus I have come to know him quite well during the course of his Master's program at ESADE.

In the course Negotiations In Tough Environments, Michal was the only student in a group of 25 to achieve the perfect grade of 10 out of 10 and receive a distinction for his performance. He is both very talented in and has a great passion for negotiations, sales, and inter-personal communication. Michal was always meticulously prepared for class and did more work in my Negotiations course than was required. I believe this reflects a valuable trait of his personality: he is always ready and willing to go the extra mile, learn more, put extra effort into preparation, improve his knowledge and skills, and achieve excellent results. He was a very enthusiastic student and a pleasure to work with.

His class contributions were very valuable, because they came from relevant experiences and because Michal is able to reflect on them in a way that lets him and others learn and improve. He approached me for further references on the topics we covered in class (and those we did not), out of genuine desire to learn more and acquire new skills.

His classmates noted Michal's constructive attitude and efficiency in team negotiations, as well the positive energy he brought into inter-personal communications. He possesses a rare ability to create constructive group dynamics even in adversarial situations with great effectiveness as a negotiator and communicator. This allows him to produce "win-win" scenarios while meeting his own goals and achieving superior results in negotiations. On a personal level, he is a very affable, polite, and considerate individual.

I wish Michal every success and have no doubt that he will achieve outstanding results in a career in sales. I wholeheartedly recommend him and urge you to give him a very close consideration.

Do not hesitate to contact me for further information about Michal.

Sincerely,

Alex Makarevich, Ph.D.

Assistant Professor of Management
ESADE Business School
Av. Torreblanca, 59
08172 Sant Cugat
Spain