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United Nations Institute for Training and Research

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Workshop on Negotiation Skills and Techniques

Plazo: 6 Dec 2026

Tipo:	Workshop
Ubicación:	Geneva, Switzerland
Fecha:	17 Dic 2026 to 18 Dic 2026 (Por confirmar)
Duración:	2 Days
Área del programa:	Multilateral Diplomacy and Negotiation
Sitio web:	http://www.unitar.org/cdt
Precio:	1.000,00 US\$
Correo Electrónico del Centro de Coordinación del Evento:	diplomacy@unitar.org

ANTECEDENTES

Effective negotiation is critical in many areas, as the ability to reach mutually satisfactory agreements is a key skill in almost any field. Because of this, developing skills to master the art of negotiation is crucial. Preparation is key, especially when creating consensus and partnerships, as well as improving relationships, both within the participant's organizations and with external partners. Before addressing specific issues, it is necessary to negotiate the process and agenda. In any negotiation, communicating effectively, using active listening skills, and asking relevant questions are vital before presenting

persuasive arguments. Establishing common ground before expressing ones own demands is also crucial. In short, participants will gain insights into their own negotiation behaviours and learn when to maintain their approach or adapt it to different contexts.

OBJETIVOS DEL APRENDIZAJE

By the end of the workshop, participants will be able to:

- Distinguish between different approaches to negotiations, including distributive and integrative negotiation;
- Understand the role that trust plays in the negotiation process and how to demonstrate trustworthiness to your negotiation partners;
- Analyse conflict situations using tools such as the all-party map and Inmedio's Conflict Perspective Analysis;
- Deploy effective micro-skills, such as reframing, to understand negotiation partners interests;
- Critically reflect upon their own approach to conflict and negotiation experiences.

CONTENIDO Y ESTRUCTURA

In order to make this training workshop as interactive as possible, simulations and role-play exercises are used and discussed. Participants are asked to describe good practices. They are also provided with techniques for their daily negotiations, for their preparations, actions, and reviews.

METODOLOGÍA

The course is designed to be interactive and participatory, including various pedagogical tools to enable the participants to function effectively and efficiently in multilateral conferences. The course will be built on four pedagogical pillars: concept learning (lectures and presentations), role-playing (group exercises), experience sharing (roundtable discussions), and exposure to real-world problems and policy choices delegates are confronted with.

PÚBLICO OBJETIVO

This course is open to:

- Members of Permanent Missions accredited to the United Nations Office in Geneva;
- Delegates of Ministries of Foreign Affairs and other government officials;
- Representatives of international, intergovernmental, and non-governmental organizations and Diplomatic academies;
- Members of the private sector.

INFORMACIÓN ADICIONAL

Insurance Waiver:

By applying to the Workshop on Stakeholder Engagement and Coordination, all participants confirm that they are aware that the United Nations Institute for Training and Research (UNITAR) does not insure participants for this course. All participants are advised to arrange at their own expense insurance against sickness, accident, permanent or temporary disability, death and third party risk for the period of the meeting including travel time.

Fellowship:

In the case of remaining availability, staff members of Permanent Missions in Geneva may be considered eligible to apply for our fellowship, granting participation in this workshop free of charge. For further information on the application procedure, please contact [diplomacy \[at\] unitar.org](mailto:diplomacy@unitar.org) ([diplomacy\[at\]unitar\[dot\]org](mailto:diplomacy@unitar.org)).

Discount for Eastwest European Institute Alumni:

Alumni from the Eastwest European Institute can benefit from a 10% discount for this training. After you complete your application, kindly send your Eastwest Certificate of Participation to [diplomacy \[at\] unitar.org](mailto:diplomacy@unitar.org) ([diplomacy\[at\]unitar\[dot\]org](mailto:diplomacy@unitar.org)). UNITAR will verify your alumni status and, upon confirmation of the latter, apply the discount.

Certificate:

Participants who have attended all the sessions will receive a certificate of participation.

Note: Participation is on a first-come, first-served basis, and registration will be closed once we have reached the maximum number of participants.

Disclaimer: By submitting an application to this workshop, applicants acknowledge and confirm their commitment to upholding the principles and values of the United Nations and UNITAR. UNITAR maintains a zero-tolerance policy regarding conduct that is incompatible with its mission, including but not limited to abuse of authority, sexual exploitation and abuse, sexual harassment, and all forms of discrimination.