



# unitar

United Nations Institute for Training and Research

## Unitar Online Catalogue

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### NEGOTIATION AND MEDIATION SKILLS IN A MULTILATERAL WORLD - 4 day virtual course

#### Personas

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Tipo:	Webinar
Ubicación:	Web-based
Fecha:	20 Jul 2021 to 23 Jul 2021
Duración:	4 Days
Área del programa:	Decentralize Cooperation Programme
Sitio web:	<a href="https://unitar.org/sustainable-development-goals/people/our-portfolio/online-ev...">https://unitar.org/sustainable-development-goals/people/our-portfolio/online-ev...</a>
Precio:	0,00 US\$
Correo Electrónico del Centro de Coordinación del Evento:	sdp@unitar.org
Colaboración:	University for Peace

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#### ANTECEDENTES

Diplomats negotiate all the time. This workshop aims at improving participants' analytical and interpersonal skills in their continual negotiations to make sure they do first things first. It is important to prepare before action, especially when strong coalitions and consensus are needed, and to improve the quality of relationships, internally through the mandate, and externally with the

representatives of other partner states, before any other

action. Negotiating the process and agenda is needed before dealing with problems and issues. In a meeting, negotiators must also communicate effectively, and use effective listening before speaking, asking relevant questions before presenting persuasive arguments. They also need to identify common platforms with others,

before they express their own demands. In other words, participants will become more aware of how they behave in negotiation contexts, and whether or not they should behave the same way, or differently.

## OBJETIVOS DEL EVENTO

The workshop aims to improve participants' analytical and interpersonal skills in the continual negotiations they participate in. It is important to improve the quality of relationships, internally through the mandate, and externally with the representatives of other partner states by preparing before action, especially when strong coalitions and

consensus are needed.

## OBJETIVOS DEL APRENDIZAJE

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

- Understand how negotiations are conducted in general;
- Identify negotiation best practices in international contexts;
- Learn about how personality traits affect negotiations;
- Describe how to facilitate mediation of conflicts;
- Perform more efficiently as a negotiator.

## PÚBLICO OBJETIVO

Students from the Ecuadorian Diplomatic Academy.

## INFORMACIÓN ADICIONAL

certificate of participation given if student attended all 4 days.