



unitar

United Nations Institute for Training and Research

Unitar Online Catalogue

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

Population

Type:	Webinar
Emplacement:	Web-based
Date:	20 Juil 2021 to 23 Juil 2021
Durée:	4 Days
Zone du programme:	Decentralize Cooperation Programme
Site internet:	https://unitar.org/sustainable-development-goals/people/our-portfolio/online-ev...
Prix:	0.00 \$US
Personne de référence de l'événement:	sdp@unitar.org
Partenariat:	University for Peace

ARRIÈRE PLAN

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.

OBJECTIFS DE L'ÉVÉNEMENT

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.

OBJECTIFS D'APPRENTISSAGE

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.

AUDIENCE VISÉE

Students from the Ecuadorian Diplomatic Academy.

INFORMATIONS SUPPLÉMENTAIRES

certificate of participation given if student attended all 4 days.