



# unitar

United Nations Institute for Training and Research

## Unitar Online Catalogue

### Skills-Building Workshop: Effective Negotiation in Multilateral Conferences (New Date: 11-12 March 2013)

Deadline: 5 Mar 2013

Type:	Workshop
Location:	New York, NY, United States of America
Date:	11 Mar 2013 to 12 Mar 2013
Duration:	2 Days
Programme Area:	Peace Security and Diplomacy, , Multilateral Diplomacy
Website:	<a href="http://www.unitar.org/ny">http://www.unitar.org/ny</a>
Price:	\$550.00
Event Focal Point Email:	nyo@unitar.org
Contact Number:	212-963-9196

### BACKGROUND

Negotiation is the most vital tool for a diplomat. In a multilateral context, effective negotiation skills and understanding of the negotiation context are critical for managing interdependencies, leveraging power and influencing outcomes. Mastering negotiation tools can therefore assist in securing internationally valuable agreements. This has become all the more important as

the issues at stake in international negotiations have become increasingly complex, climate change being only one example. These global challenges require concerted multilateral action, which further underscores the need for strategically negotiated agreements.

## LEARNING OBJECTIVES

This workshop's objective is to improve international cooperation through more effective negotiating in a multilateral context. To this end, at the end of the workshop, participants will be able to:

- Define and distinguish the purposes, products and processes of multilateral conferences;
- Assess the strategies and techniques for producing good negotiated outcomes;
- Anticipate and address the main challenges in multilateral negotiations;
- Analyse negotiation dynamics, based on case studies presented by international experts.

## CONTENT AND STRUCTURE

The workshop takes place over two full days and includes the following core modules:

- Introduction to multilateral conferences;
- Conference and negotiation dynamics;
- Preparing for multilateral negotiations;
- Managing difficult negotiations and negotiators;
- Roundtable discussion with senior diplomats on negotiations challenges;
- Key skills of effective negotiators.

## METHODOLOGY

As a skills-building face-to-face event, this workshop is facilitated by experienced trainers and features experts from Permanent Missions and the United Nations system. The workshop takes a participatory and practice-oriented approach, integrating practical exercises, case studies, interactive lectures and peer-to-peer learning. Participants also receive study materials to enhance their holistic

understanding about multilateral negotiations.

## **TARGETED AUDIENCE**

The workshop is open to members of Permanent Missions to the United Nations in New York or government officials or NGO representatives who are involved in multilateral conferences. Registration is limited to 40 persons.

## **ADDITIONAL INFORMATION**

The workshop will take place on Monday, 11 March from 10:00 am to 1:00 pm and from 03:00 pm to 5:00 pm and on Tuesday, 12 March from 10:00 am to 01:00 pm and from 03:00 pm to 5:00 pm at the Permanent Mission of Malaysia, 313 East 43rd Street, New York, NY 10017.

All participants who successfully complete the workshop will receive a UNITAR Certificate of Participation.