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United Nations Institute for Training and Research

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Multilateral Negotiations: Strategies, Techniques and Results

Peace, Cross-fertilizing Knowledge

Type:	Workshop
Location:	New York, United States of America
Date:	16 Feb 2018
Duration:	1 Days
Programme Area:	Multilateral Diplomacy
Website:	http://www.unitar.org/ny
Price:	\$0.00
Event Focal Point Email:	nyo@unitar.org
Contact Number:	2129634611

BACKGROUND

Multilateral negotiation is the principal tool in the United Nations for reaching agreement on matters of common interests. The Seminar will focus on the characteristics of such negotiations and how they are different from bilateral or regional ones; how states protect and preserve their national interests in such negotiations; strategies and methods devised to meet these challenges and to get to agreement; the resulting consequences and drawbacks. All these will be analyzed on the basis of actual negotiations conducted at the United Nations with

respect to sustainable development, climate change, disarmament, rights of the child, law of the sea, peacekeeping and international criminal court.

Professor Roy S. Lee will identify and illustrate, based on his personal experience and observations, the processes, strategies and techniques commonly used in UN negotiations on such subjects as climate change, sustainable development, international criminal courts, law of the sea and peacekeeping. The seminar will focus on the ways and means of constructing a consensus to accommodate divergent interests and concerns. Active participation is encouraged.

EVENT OBJECTIVES

This work shop aims 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, both from the negotiators' as well as the Chair's perspective

TARGETED AUDIENCE

Diplomatic Community

ADDITIONAL INFORMATION

A UN Ground Pass will be required for this event