Unitar Online Catalogue

Overcoming Negotiation Deadlocks - 2026 Edition

Multilateral Diplomacy

□□□□ : 15 May 2026

□□ :	Course
□□ :	Web-based
□□ :	18 □□ 2026 to 14 □□ 2026
□□ :	4 Weeks
□□□□ :	Peace, Security, Law and Multilateral Diplomacy, , Conflict Prevention, Mediation and Peacemaking, , Multilateral Diplomacy and Negotiation
□□ :	https://unitar.org/sustainable-development-goals/multilateral-diplomacy/our-por…
□□ :	US$600.00
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Whether in diplomacy, international business relations, our daily work contexts or personal life – negotiating effectively is a key competency to successfully addressing every day challenges. On the global scale, the challenge of

multilateralism is closely linked to the ability of the international community to foster truly productive negotiation processes that bring about solutions which last. When vital interests collide, egos clash and time presses for solutions, the negotiator’s main challenge is to know the moves that help overcome deadlock and that bring the negotiation process back on a problem-solving track.

As the main training arm of the UN, the United Nations Institute for Training and Research (UNITAR) aims to respond to this eminent challenge with its training initiative “Overcoming Negotiation Deadlocks” intended for the entire community of negotiators worldwide.

A number of leading academics and negotiation experts, incl. Prof. William Zartman, Dr. Minh Mr. David Koschel, Dr. Nicholas Coburn-Palo, and Dr. Valentin Ade, as well as senior practitioners in the field of international negotiations contributed to the development and delivery of this course. Among those practitioners are Noble Peace Prize Winner President Martti Ahtisaari and numerous senior diplomats.

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This course aims to equip participants with practical skills to enhance individual negotiation capacity and lead through situations of deadlock. It will help learners to improve their negotiation performance in order to obtain better outcomes in bilateral and multilateral negotiations, and also to become brokers of agreements when solutions look impossible.

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Overall, the course aims to equip participants with the conceptual knowledge and practical tools to efficiently overcome deadlocks in negotiations and successfully negotiate towards beneficial outcomes.

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

- Distinguish between different approaches to negotiations, incl. distributive and integrative negotiations;
- Detect ‘psychological traps’ in complex situations and how to avoid them;
- Employ a comprehensive tool box for various negotiation situations and stages, incl. preparation, conduct and closure of negotiation;

- Identify the most effective strategies in specific situations, based on learning experience, case analysis and practitioners’ feedback and advice.

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This e-Learning course aims to equip participants with practical skills to enhance individual negotiation capacity and lead through situations of deadlock, relevant for various professional and personal contexts.

It will help participants improve their performance as negotiators in order to obtain better outcomes in intergovernmental, intra-organizational, business, or private negotiations, and to become brokers of agreements when solutions look impossible. As such, course modules will look at key components of effective negotiations, such as the psychological factors that influence our negotiation behavior, and how to negotiate your way through difficult negotiations (incl. preparing for negotiations, “off-the-table” work, and “at-the-table” moves).

The course is split into four modules:

- Module 1: The negotiator’s toolbox
- Module 2: Key elements of effective negotiations
- Module 3: Overcoming deadlock at the table
- Module 4: Multi-party negotiation simulation

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The course will be conducted in English over a period of four weeks. The course is delivered via the e-Learning platform Moodle. This pedagogical tool will help the student meet the course’s learning objectives through a self-paced study routine supported by multimedia, optional and required readings, discussion forums, assessment quizzes, and a wealth of other information. Adapted specifically to full-time professionals, students will learn by: absorbing (reading), doing (activities), interacting (socializing), and reflecting (relating to personal experience).

Materials will be posted online on a weekly basis. The course is divided into four modules and contain the following structural elements:

- Contents
- Objectives

- Lesson Material (text, video, interactive exercises and documents)
- Assessment
- Discussion Board
- Exercise

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Beyond diplomats, government officials and representatives of international organizations, the course will also benefit professionals from the private sector, students, and other interested individuals.

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IMPORTANT INFORMATION

We highly recommend credit card payments

The course participation fee is **600 USD**. You will receive an invoice by email after registration.

General Requirements

- Have a good command of the English language
- Be computer literate

Technical Requirements

UNITAR recommends the following as a minimum in hardware and software to take our e-Learning courses. Please consult your Network Administrator or Systems person to ensure that you have the following:

- Platform: Windows 95, 98, 2000, NT, ME, XP or superior; MacOS 9 or MacOS X; Linux
- Hardware: 64 MB of RAM, 1 GB of free disk space
- Software:
  - Adobe Acrobat Reader (click here to download for free)
  - Adobe Flash Player (click here to download for free)
  - Microsoft Office (Windows or Mac) or Open Office (click here to download for free)

- Browser: Internet Explorer 7 or higher (click here to download for free); it works better with Firefox 3.6 or higher (click here to download for free)
- Note that JavaScript, Cookies and Pop-ups must be enabled