Unitar Online Catalogue

Climate Change Diplomacy: Advanced Negotiation Skills and Strategies- 2026

Multilateral Diplomacy

□□□□ : 11 Sep 2026

□□ :	Course
□□ :	Web-based
□□ :	14 □□ 2026 to 11 □□ 2026
□□ :	4 Weeks
□□□□ :	Climate Change, , Multilateral Diplomacy and Negotiation
□□ :	https://unitar.org/sustainable-development-goals/multilateral-diplomacy/our-por...
□□ :	US$600.00
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Climate change negotiations represent a crucial dimension of 21st-century diplomacy and global governance. As negotiations become increasingly complex due to the variety of stakeholders, competing national interests, and evolving

scientific findings, there is a growing demand for practical knowledge and skills. Many negotiators, often face challenges navigating the negotiation process at climate forums, especially ahead of major events like the Conference of the Parties (COPs).

This course aims to hone participants’ negotiation skills through targeted and practical approaches, preparing them to actively and effectively participate in international climate discussions.

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This course will build participants' understanding of the international climate change negotiation process under the UNFCCC and related frameworks. It combines theoretical modules with practical exercises, aiming to prepare participants for real-world negotiation environments. The course particularly targets individuals preparing for upcoming negotiations, providing the knowledge, tools, and practice needed to navigate climate diplomacy effectively.

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

- Explain the UNFCCC, the Kyoto Protocol and the Paris Agreement key milestones;
- Appraise the key political, legal and institutional foundations of international climate negotiations;
- Describe the structure and negotiation dynamics of COP processes, both in informal and formal groups;
- Identify and apply strategies and skills aimed at negotiating effectively on behalf of a delegation, including trade-offs and bargaining tactics;
- Identify key elements to deliver compelling statements and interventions.

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Module 1: Climate Change Multilateralism

- Lesson 1: The Need for a Multilateral Climate Change Regime

- Lesson 2: Main Stepping-Stones in Climate Change Negotiations

Module 2: Introduction to Climate Change Diplomacy

- Lesson 1: Institutional Arrangements and Procedural Aspects
- Lesson 2: Climate Change Decision Making

Module 3: Negotiation Practice and Strategy. Session 1

- Lesson 1: Negotiation Skills and Strategies. Informal groups.
- Negotiation Exercise 1: NDCs and Just Transition

Module 4: Negotiation Practice and Strategy. Session 2

- Lesson 1: Negotiation Skills and Strategies. Formal groups.
- Negotiation Exercise 2: Human Rights and Indigenous Peoples

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The course will be delivered via the e-Learning platform Moodle. The course will combine self-paced online learning with live interactive components:

- Theoretical modules delivered asynchronously via an online e-Learning platform;
- Moderated discussion boards and chat functionalities to facilitate interaction;
- Practical negotiation simulations in small groups;
- Scheduled live session for feedback;
- Estimated overall workload: approximately 20 - 24 hours across four weeks.

Adapted specifically to full-time professionals, participants will learn by: absorbing (reading), doing (activities), interacting (socializing), and reflecting (relating to personal experience). Participants must engage with core readings, discussion forums and assessment quizzes, as well as complete negotiation exercises to receive a course certificate.

Materials will be posted online on a weekly basis. The course is divided into four modules; each contains the same structural elements:

- Contents page
- Learning Objectives page
- Lesson Material (text, videos, and documents)
- Discussion Board or Negotiation Exercise

- Assessment

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This course is designed for government officials and diplomats preparing for international climate change negotiations, as well as staff from intergovernmental and non-governmental organisations working in related fields. It is also open to youth representatives, civil society actors, and professionals engaged in climate advocacy, along with students and early-career specialists who have an interest in climate policy and international diplomacy.

The course welcomes a diverse range of participants who are looking to strengthen their practical negotiation skills and deepen their understanding of climate negotiation.

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We highly recommend credit card payments.

Registration will be closed as soon as the course is full and your place will be secured once your payment is confirmed.

For more information, please consult the UNITAR Multilateral Diplomacy Programme website or contact mdp-elearning [at] unitar.org (mdp-elearning[at]unitar[dot]org)

General Requirements

- Good command of the English language.

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
    - Adobe Flash Player
    - Microsoft Office (Windows or Mac) or Open Office
- Browser: Internet Explorer 7 or higher ; it works better with Firefox 3.6 or higher

Note that JavaScript, Cookies and Pop-ups must be enabled

Group Bookings

We offer a 25% discount for group bookings (10+).