



# unitar

United Nations Institute for Training and Research

## Unitar Online Catalogue

### Multilateral Negotiations: Strategies, Techniques and Results

2018, 2019 2030

Format :	Workshop
Location :	New York, United States of America
Date :	16-20 April 2018
Duration :	1 Days
Topic :	Multilateral Diplomacy
Registration :	<a href="http://www.unitar.org/ny">http://www.unitar.org/ny</a>
Cost :	US\$0.00
Contact email:	nyo@unitar.org
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#### Summary

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.



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



Diplomatic Community



A UN Ground Pass will be required for this event