

Unitar Online Catalogue

Workshop on Negotiation Skills and Techniques (Advanced)

□ 2030□	
: 13 3 2020	
	Workshop
□ :	Geneva, Switzerland
□ :	16 3 2020 to 17 3 2020
□ :	2 Days
· :	Multilateral Diplomacy
□ :	http://www.unitar.org/cdt
□ :	US\$1,000.00
email:	diplomacy@unitar.org
:	+41 (0) 22 917 88 10

Diplomats negotiate all the time. This workshop aims at improving participants' analytical and interpersonal skills in their continual negotiations to make sure they do first things first. It is important to prepare before action, especially when strong coalitions and consensus are needed, and to improve the quality of relationships, internally through the mandate, and externally with the representatives of other partner states, before any other action. Negotiating the process and agenda is needed before dealing with problems and issues. In a

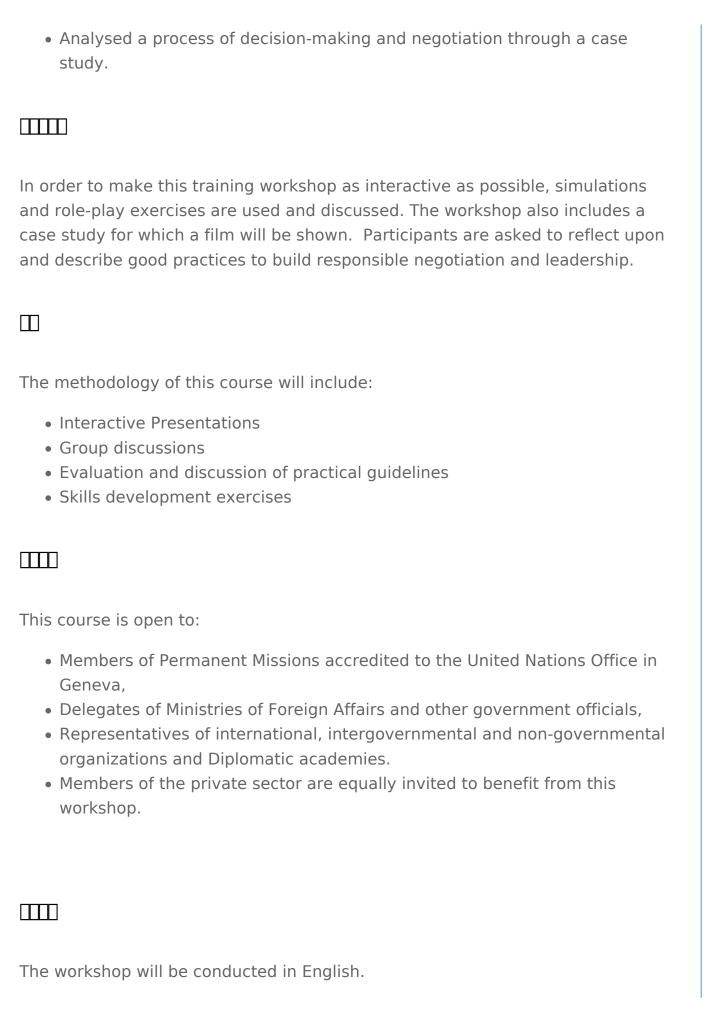
meeting, negotiators must also communicate effectively, and use effective listening before speaking, asking relevant questions before presenting persuasive arguments. They also need to identify common platforms with others, before they express their own demands. In other words, participants will become more aware of how they behave in negotiation contexts, and whether or not they should behave the same way, or differently.

Like a skilled leader, a diplomat must be an effective negotiator. This advanced negotiation workshop aims at improving participants' analytical and interpersonal skills during complex negotiations as well as exploring conflict and crisis management.

Authority is not enough to get things done. Both negotiators and leaders must learn to empower and motivate their teams and lead in situations where they may not have any formal authority. They must know which decisions are the right ones and how to make them. When building their vision and goals, they must create a process that includes all stakeholders, build coalitions and communicate effectively. It is important to prepare before action, especially when strong coalitions and consensus are needed, and to improve the quality of relationship before any other action. Negotiating the process and agenda is needed before dealing with problems and issues. In a meeting, negotiators and leaders must also communicate effectively, and use effective listening before speaking, asking relevant questions before presenting persuasive arguments. They also need to identify common platforms with others, before they express their own demands.

At the end of the workshop, participants will have:

- Increased awareness about negotiation responsibility and complexity;
- Improved skills at analysing complex and crisis negotiations and at how they support leaders;
- Learned how to facilitate the peaceful resolution of conflicts;



For more information, please write an email to diplomacy [at] unitar.org (diplomacy[at]unitar[dot]org) or visit www.unitar.org/cdt