



### Columbia Law School Series: Steer Any Diplomatic Conversation by Asking the Right Questions

#### Multilateral Diplomacy

- : Workshop
- : New York, United States of America
- : 5 5□ 2020
- : 1 Days
- : Peace Security and Diplomacy, , Peacemaking and Conflict Prevention, , Peacekeeping, , Multilateral Diplomacy, , International Law
- : <http://unitar.org/>
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- : The Permanent Mission of Sweden to the United Nations, , Columbia Law School

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Columbia Law School and the United Nations Institute for Training and Research (UNITAR) are pleased to announce the third series of workshops on Conflict

## Resolution, Mediation and Negotiation.

The workshops will deliver the most rigorous, intellectually engaging, interactive, custom programming for United Nations diplomats. Our individual day-long courses will leverage Columbia's unparalleled strength in the area of conflict resolution, weaving it in with skills building

programming that acknowledges the 2030 Agenda and Sustainable Development Goals.

The programs are designed for delegates at any level who wish to achieve mastery of negotiation, mediation and multilateral conflict resolution processes, and implement them toward solving the world's most difficult problems.



Participants may expect:

- Innovative, multidisciplinary teaching at an equivalent level to that seen in Columbia University and Columbia Law School degree programs
- Access to the best Columbia Law School faculty and experts
- Interactive exercises with individual coaching toward greater skills mastery
- Rigorous programs delivering the latest in theory toward achievement of the 2030 Agenda and Sustainable Development Goals



The Workshop focuses on methods to maximize the effectiveness of the questions we ask during our conversations, avoiding potential misunderstandings and enhancing productivity.

The morning session would include: (i) the most common ways in which people tend to formulate questions, (ii) how to tailor our questions to the information we hope to receive, and (iii) how to use questions to encourage problem-solving.

The afternoon session would build on the morning session and focus on the importance of asking questions that are framed in a neutral and non-judgmental

form. The afternoon session of the Workshop will also cover question sequencing techniques commonly used in mediation.

The Workshop will be interactive and will have classroom exercises.