



unitar

United Nations Institute for Training and Research

Unitar Online Catalogue

NEGOTIATION AND MEDIATION SKILLS IN A MULTILATERAL WORLD - 4 day virtual course



📄 :	Webinar
📄 :	Web-based
📅 :	20 7 2021 to 23 7 2021
📅 :	4 Days
📄📄📄 :	Decentralize Cooperation Programme
📄 :	https://unitar.org/sustainable-development-goals/people/our-portfolio/online-ev...
💰 :	US\$0.00
📧 email:	sdp@unitar.org
🎓 :	University for Peace



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.



The workshop aims to improve participants' analytical and interpersonal skills in the continual negotiations they participate in. It is important to improve the quality of relationships, internally through the mandate, and externally with the representatives of other partner states by preparing before action, especially when strong coalitions and

consensus are needed.



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

- Understand how negotiations are conducted in general;
- Identify negotiation best practices in international contexts;
- Learn about how personality traits affect negotiations;
- Describe how to facilitate mediation of conflicts;
- Perform more efficiently as a negotiator.



Students from the Eduadorian Diplomatic Academy.



certificate of participation given if student attended all 4 days.