

Humanitarian Negotiation

Humanitarian negotiators are agile and innovative in facing negotiation and conflict-management challenges in structured and/or ad hoc environments with multilevel counterparts, rarely benefiting from great leverage and enough time.

What You Get

- Skills for defining and implementing a strategic approach to *their* meetings and negotiation environments; developing tactical answers to real-world humanitarian situations
- Specific meeting, negotiation and conflict resolution techniques as well as upscaling personal skills by putting them into actual practice and receiving immediate expert feedback and “counsel-advice” with post-training mentoring and dedicated contact
- Tools for life-long negotiation learning to enrich your personal negotiation toolbox from each future encounter
- The ability to further improve your negotiation efficiency by acquiring acknowledged tools to fully empower future challenging assignments and developmental relationships
- Tools for difficult and stressful decision-making situations

What You Learn Overall

- ✓ Better identify strategies and tactics available to the parties
- ✓ Balance bilateral/multilateral, formal/informal meetings
- ✓ Promote constructive participation of negotiation stakeholders/delegates in making progress and getting access/commitments
- ✓ Improve process management of multi-issue agendas with complex relations requiring strong interpersonal soft-skills and capabilities to overcome *mutual anxiety and fear*
- ✓ Prepare, coordinate and operate efficiently in multi-cultural and multi-level settings:

Duration 2-4 days

