

International Negotiation & Diplomacy

International negotiations and diplomacy go hand in hand when pure power cannot impose a one-sided preferred outcome.

What You Learn Specifically

- Coherent negotiation strategies and tactics for consensus-based international environments and their related skills
- Develop political awareness and operationalise your negotiation strategic planning and tactical choices
- Fine-tune real-time meeting analysis
- Unlock your influence and become a player, not a taker
- Manage time & power dynamics before-during-between meetings
- Lobbying-advocate-manage coalitions with emotional and intercultural intelligence
- Reach workable solutions using added-value flexibility
- ...and much more...

What You Learn Overall

- ✓ Improve your diplomatic performance self-confidence
- ✓ Learn to integrate bilateral-multilateral with formal-informal meeting skills
- ✓ Manage partnerships, chair meetings and deal with delicate situations and individuals

Duration

- 1-5 days

