


INTERNATIONAL NEGOTIATION IN PRACTICE | FUNDAMENTALS


MAY 25-27, 2010

THE GRADUATE INSTITUTE | GENEVA




The seminar explores the challenges inherent to conducting international negotiations within different bilateral and multilateral frameworks. The fundamental skills and roles of the international negotiator will be explored and practiced in bilateral, multilateral and chairmanship settings.

TARGET AUDIENCE



This seminar is aimed at individuals who are called upon to engage in international negotiations in the course of their professional activities. Participants will gain an awareness of the multiple aspects inherent to this important joint decision-making tool, and have the opportunity to practice and improve their negotiation skills.

SEMINAR LEADER



Robert Weibel is the founding Director of the Centre for European Negotiation and Decision-Making (CENAD), Brussels. His portfolio of programmes and seminars has been implemented for EU Member States, the European Commission, United Nations agencies including OCHA, UNHCR, UNCTAD, as well as for central banks and large international companies.

OBJECTIVES

The bottom-line objective is to identify and practice the skills which are fundamental to “good” negotiating. After this seminar, participants will be better equipped to plan for, “read” and conduct future “real-world” meetings with skill and self-confidence.

Contact

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Format

**3-evening workshop
25-26-27 May 2010
From 5 pm to 9.30 pm**

Fees

**CHF 1.500,- including working buffet
Applications accepted on a rolling basis**

<http://graduateinstitute.ch/executive/internationalnegotiation>