

# INTERNATIONAL NEGOTIATION AND POLICY-MAKING (INP) OCTOBER, 2010 – JUNE, 2011 GENEVA, SWITZERLAND

THE GRADUATE INSTITUTE | GENEVA



The Executive Master in International Negotiation and Policy-Making (INP) is a cross-disciplinary programme intended to help professionals deepen their understanding of legal, economic and political forces that influence international processes. It also provides cutting-edge techniques to sharpen participants' leadership, negotiation and communication skills in an international environment.

## TARGET AUDIENCE

Professionals who already have major responsibilities or who aspire to leadership roles in world affairs, in fields such as project management, communication, knowledge management, negotiation and mediation, policy and decision-making, institutional relations or public affairs. The INP programme is open to participants from the public, private and non profit sectors.

## WHERE

Located in Geneva, the Graduate Institute benefits from the presence of numerous international governmental and non-governmental organisations, diplomatic missions as well as multinational firms. INP participants will have a unique opportunity to network with policy-makers in international affairs. No other institution can offer this rich proximity and close contacts with the world's most important international organisations and players.

## OBJECTIVES

In this intense part-time programme, based in Geneva, you will:

- Explore global governance issues
- Analyse Public-Private partnerships and multi-stakeholders agreements
- Master international negotiation
- Acquire a better leadership in international affairs
- Understand economic, political and legal aspects of decision-making

## WHEN

**October 2010 – June 2011**

Classes twice a month on Fridays and Saturdays, 7 hours per day.

# PROGRAMME

## Module 1: Global Governance

### Examples

- Public versus Private Authority
- Corporate Social Responsibility

## Module 2: Political Analysis and Decision-Making

### Examples

- Theories of Organisations
- Multilateral Policy-Making

## Module 3: International Negotiation

### Examples

- Bilateral and Multilateral Negotiation
- Coalition-Building

You will gain fresh insights from the latest research by the Institute's Faculty and guest speakers, all successful professionals, through lectures, case studies, presentations, problem solving exercises, work on practical skills and group discussions with your peers. The programme is intense, highly personalized and academically challenging. The Graduate Institute has mandated the INP to provide new perspectives and the right tools and concepts to help you master your professional leadership and decision-making challenges – today and tomorrow. Successful graduates will receive an Executive Master in International Negotiation and Policy-Making from the Institute. All graduates benefit from the Institute's Career Service.

# APPLICATIONS

Conditions:

- Work experience
- At least a Bachelor's degree level
- English Proficiency level

Applications must include:

- Application form
- Motivation letter
- Two letters of reference
- Copies of academic diplomas

## Application deadline

Rolling admission from February 1st to June 1st, 2010. Yearly programme size is limited to 30 participants.

## Contact

### Executive Master INP

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## Graduate Institute of International and Development Studies Institut de hautes études internationales et du développement

The Graduate Institute, an institution of higher education and research, provides independent and rigorous analyses of current and emerging world issues with a double emphasis on international relations and development studies.

Prominent students from all over the world gain the opportunity to have access to postgraduate studies in Development Studies, International Affairs and International Studies. The Institute also offers a range of

fundamental and applied research, particularly on five themes which are important to international affairs: Trade and Integration, Conflict and Peace-Building, Migration and Refugees, Environment and Health Policy. The Institute also offers a wide range of Executive Education open-enrolment courses on these themes. At the Graduate Institute, teaching and training bring together the worlds of research and practice.

<http://graduateinstitute.ch>

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