

# MULTILATERAL DIPLOMACY

## OCTOBER 24–29, 2010

### GENEVA, SWITZERLAND

THE GRADUATE INSTITUTE | GENEVA

This 1-week intensive programme explores the intricacies of multilateral diplomacy. It deals with current issues tackled by multilateral fora and focuses on the development of the personal and professional skill set required to excel in such environments.

## OBJECTIVES

Participants will:

- Grasp key issues in current multilateral debates
- Identify assets and tools for professional communication
- Decrypt the cultural factors underpinning different negotiation styles
- Develop personal skills and the ability to lead and preside over negotiations

## TARGET AUDIENCE

This course is aimed at diplomats, civil servants in international organisations and national administrations, members of NGOs, public affairs officers, institutional relations officers, public relations officers, journalists, researchers and individuals who are called upon to engage in decision-making or reporting in a multilateral environment.

## CERTIFICATE

Successful participants will be awarded an **Executive Certificate in Multilateral Diplomacy** from the Graduate Institute, Geneva.

## FORMAT

- **Morning lectures:** senior Faculty presenting some of the most recent topics discussed at multilateral conferences;
- **Afternoon workshops:** practice and simulation aimed at developing individual tools;
- **Evening dinners:** dedicated to meeting your peers and engaging in dialogue with guest speakers from the international community.

## 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. No other institution offers this proximity to and wealth of contacts with the world's most important international organisations and players. Assistance with lodging can be provided upon request.



# PROGRAMME

## Module 1: Global Challenges in Multilateral Fora

- Human Security
- Human Rights
- Global Migration
- Environmental Governance
- International Trade
- Global Health

## Module 2: Leadership and Negotiation

### Skills in the Context of Multilateral Diplomacy

- Diplomatic Practices
- Team Dynamics
- Effective Communication
- Negotiation in Practice
- Leadership Development

# APPLICATIONS

## Rolling admissions starting April 1 2010

Seats are limited – Apply early.

## Applications must include

- Application form
- Letter of reference

## Fees

Swiss francs 5,000.– includes lunch or dinner and coffee breaks

## Contact

### Executive Education

### Graduate Institute of International and Development Studies

P.O. Box 136, 1211 Geneva 21, Switzerland

Tel + 41 22 908 57 62

Fax+ 41 22 908 57 10

[executive@graduateinstitute.ch](mailto:executive@graduateinstitute.ch)

<http://graduateinstitute.ch/executive>

## Graduate Institute of International and Development Studies

The Graduate Institute is an institution of research and higher education dedicated to the cross-cutting study of international relations and development issues. It provides independent and rigorous analyses of current and emerging global issues with a view to promoting international cooperation.

Prominent students from all over the world gain the opportunity to follow postgraduate studies in Development, International Affairs and International Relations.

The Institute offers a variety of fundamental and applied research with a focus on five themes of particular relevance 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 short and tailor-made Executive Education courses.

At the Graduate Institute, teaching and training are combined with research and practice.

<http://graduateinstitute.ch>

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INSTITUT DE HAUTES ÉTUDES  
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