

Political Negotiations

Duration : 2 days

One month to customize

Price inter: EUR 1.195 /person

Price intra: on demand (4-12 pers.)

PRESENTATION

Negotiation is an active relationship between two or more parties whereby the satisfaction of their interests – differential or mutual ones – requires that they should agree on some arrangement. Political negotiation means that the arena where this discussion takes place concerns individuals or groups that carry legitimacy for the decision they are about to make “in the name of a larger number of beings” (persons, nature, physical or non-physical things). The negotiating parties hold themselves accountable to their countries, constituencies, groups or movements, and act with a mandate that justifies the meaningfulness of their decision.

Political negotiation is intra-state, bilateral or supranational, between high-rank representatives only or with a wide participation of civil society. This introductory course will be of value to first-time negotiators at mediated round-tables or behind closed doors, dealing with counterparts who have positional power.

OBJECTIVES

- Acquire the vocabulary and the stance for negotiation and diplomatic (or executive) talks.
- Conduct a situational analysis about stakeholders, the story, and the motives.
- Understand the psychological components (want to have, need for closeness and/or distance, fear to lose, hope to gain).
- Develop negotiation strategies to fit circumstances and players.
- Enrich argumentation for a proposition.
- Feel at ease inside the bargaining space.
- Follow the step-by-step process and protocol.
- Expand negotiation styles and adapt according to actions and reactions.
- Understand controversial public interests and individual constraints in the political arena.
- Assess the stakes of political actors and when/how to use authority or instruments of pressure.

TARGET GROUP

Managers of projects and programmes in ministries, NGOs, foundations, or international organisations.



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PROGRAMME

- Typology and profiles of negotiators.
- Examples of political negotiations.
- Negotiation strategies.
- Issues, facts and psychology.
- Academic contributors to the field of negotiation: Roger Fisher, Chris Voss, William Ury, Thomas & Kilmann...
- Exemplary moments of historical negotiations.
- Situation analysis.
- Stakeholders' identity, positional power and their relationship to one another.
- What is at stake for whom?
- What do we really want and why?
- Preparation for the negotiation roadmap.
- Walking the talk.
- Etiquette, vocabulary, stance, stamina and resilience.
- Entering the bargaining arena.
- Opportunities seen and unseen.
- What if they don't play?
- Finding agreement and naming the wins.
- From negotiation to mediation.
- Negotiations in writing: basics of correspondence, memoranda of understanding and contracts.

METHOD & EVALUATION

- Theoretical input
- Case studies
- Viewings of videos/films
- Simulations of negotiations

Evaluation of Client's satisfaction:

- Feedback sheet at the end of the seminar
- Feedback of implemented and enjoyed capability (3 months later)

Evaluation of Client's learning:

- Self-diagnostic pre- and post-seminar
- Simulation as stakeholder in a political negotiation during the seminar

EUROBOGEN certificate.

COMPLEMENTARY TRAINING

- Situational Leadership
- Change Theory and Results-Based Management
- Peace Training for managers (6 modules)

Pour les **personnes en situation de handicap** (PSH), l'organisme s'engage à fournir une salle conforme aux normes d'accessibilité.

CONTACT US !

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