

# Diplomacy: Negotiation Processes

a module of professional awareness and training

*delivered by Paul Meerts (NL), pwmeerts@gmail.com*

*at the Estonian School of Diplomacy, Tallinn*

**14 – 17 May 2019**

## ***Objectives and Content***

Drawing on current issues of international political and diplomatic negotiation, this module will aim to enhance the ability of participants to think process-wise and to develop the skills needed to negotiate and draft agreements effectively through the use of practical exercises. Illustrating best practice in political and diplomatic negotiation analysis, it will provide the opportunity to reflect on and practice international negotiation as an instrument in navigating international relations. Participants in this program will receive a hard-copy of the Workbook on International Negotiation, to be used throughout the module. Furthermore the textbook 'Diplomatic Negotiation, Essence and Evolution' will be made available to them (electronically). Course members don't need to study the textbook before the program starts, but they might take a look at the website of the Processes of International Negotiation (PIN) Program [www.pin-negotiation.org](http://www.pin-negotiation.org).

***Course grading*** – based on in-class activities

## **Course Outline**

### **Tuesday 14 May**

16.45 – 17.00 Introduction to the programme and to the course director

17.00 – 18.00 Lecture  
**Introduction to International Negotiation Processes**

18.00 – 18.20 Exercise:  
**Defining International Negotiation**  
Working individually and in groups, participants map elements of international negotiation processes

- 18.20 – 19.00 Discussion:  
**Analysis**  
An examination of the definitions proposed by the different working groups
- 19.00 – 19.45 Exercise and discussion:  
**Emotion, Effectiveness, Culture, Norms and Values**  
Using a case in order to understand the role of perception and of underlying issues in individual and collective negotiation behaviour

### **Wednesday 15 May**

- 16.45 – 17.30 Exercise and debriefing:  
**Distributive Bilateral Bargaining**  
Working in teams in order to understand the dynamics of win-lose negotiations
- 17.30 – 18.15 Exercise and debriefing:  
**Integrative Bilateral Bargaining**  
Working in teams in order to understand the dynamics of win-win negotiations
- 18.15 – 19.00 Exercise and debriefing:  
**Mixed Bilateral Bargaining**  
Working in teams in order to foster trust and to balance competition and cooperation in international negotiation
- 19.00 – 19.45 Seminar:  
**Strategy and Tactics**  
Individual and collective examination of potential strategies and tactics

### **Thursday 16 May**

- 16.45 – 18.00 Lecture:  
**Introduction to a Case in Multilateral Negotiation Processes**  
Explaining the gist of a multilateral case on disaster relief in the United Nations
- 18.00– 19.45 Practicum:  
**Preparing, Planning and Exploring Conference Diplomacy**  
Working individually and in teams to prepare and implement a moderated caucus

### **Friday 17 May**

- 16.45 – 18.45 Exercise:  
**Negotiating and Drafting a Common Document**  
Participants negotiate a UN resolution in an unmoderated and moderated caucus
- 18.45 – 19.45 Debriefing:  
**Discussing Process, Behaviour and Content**  
Analysis of the simulated UN conference and a film of those negotiations in real time