

# International Negotiation Skills – For Lead Negotiators

Lead negotiators hold significant responsibility in representing the UK externally and communicating UK positions effectively with other countries, whether bilaterally or within international organisations. International negotiation poses specific demands requiring lead negotiators to possess nuanced knowledge and skills in order to deliver successful outcomes for the UK.

## Description

This topic is designed for civil servants involved in leading negotiations with other countries, whether bilaterally or within international organisations.

Delivered by trainers with extensive experience, this topic is designed to give participants a practical understanding of the contexts, dynamics, challenges and techniques of bilateral and multilateral negotiation.

The learning activities examine a range of negotiating styles and techniques, exploring the dynamics and challenges of negotiation and the skills required for successful negotiation. Participants will practise influencing and negotiating techniques in real life contexts and will practise negotiating as part of interdepartmental teams.

## What does it involve?

The topic combines seminars with participatory role-play exercises, with immediate feedback to maximise and embed learning and skills development.

Negotiating situations studied include bilateral (e.g. UK-US, UK-EU) and multilateral (e.g. in the World Trade Organisation). One-on-one influencing and intra-Whitehall negotiations are also covered.

The topic is designed for lead negotiators. For those undertaking the role of a practitioner please see [international negotiation skills – for practitioners](#).

## What's the outcome?

After completing this topic, you will have gained an understanding of the challenges of leading international negotiation as well as the techniques and skills used to negotiate successfully. Through the participatory exercises you will have developed confidence and acquired knowledge of your own skills as a lead negotiator. You will also understand how to develop and improve those skills further.

## Learning activities



### Delivery method:



### Estimated learning time:

1.5 days

## How to book

[bookings.governmentcampus.co.uk](https://bookings.governmentcampus.co.uk)

0203 640 7985

[support@governmentcampus.co.uk](mailto:support@governmentcampus.co.uk)