

International Negotiation Skills – For Practitioners

As a consequence of the UK's changed relationship with the EU, civil servants from every department can expect to be involved in negotiations with other countries, whether bilaterally or within international organisations, in order to pursue the UK's economic, security and other interests. International negotiation poses specific demands that practitioners need to understand and prepare for in order to deliver successful outcomes for the UK.

Description

This topic is designed for civil servants involved in international negotiations as a member of a negotiating team, including those providing legal, technical or analytical support.

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 practise negotiating as part of interdepartmental teams.

What's the outcome?

You will be equipped to recognise the demands of international negotiation and apply a range of techniques used to negotiate successfully, working through a series of realistic scenarios. Participatory exercises will help you build both your confidence and capability as a negotiation practitioner.

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 covered include both 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 practitioners. For those undertaking the role of a lead negotiator please see [international negotiation skills – for lead negotiators](#).

Learning activities



Delivery method:



Estimated learning time:

1.5 days

How to book

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