

International Negotiation Skills – For Staff Supporting Negotiations

Following the UK's departure from the EU, teams from every government department can expect to be involved in negotiations with other countries in order to pursue the UK's economic, security and other interests. The policy teams supporting the negotiations play a crucial role in securing successful outcomes for the UK and need to understand the specific challenges and demands that international negotiation poses.

Description

This topic is designed for policy staff who are supporting the international negotiating team.

Delivered by trainers with extensive experience, this highly participatory topic is designed to give participants a practical understanding of the contexts, dynamics and challenges of international negotiation as well as the techniques for supporting the negotiators to greatest effect.

The learning activities include exploring the challenges of negotiation and working with stakeholders and Whitehall colleagues in a fast moving situation.

You will practise influencing techniques in real life contexts and will also practise negotiating as part of interdepartmental teams.

What does it involve?

The course combines seminars with participatory exercises with immediate feedback to maximise and embed learning and skills development. Exercises include influence mapping, one on one influencing and a role-play simulation of a bilateral negotiation.

What's the outcome?

After completing this course, you will be equipped to recognise the challenges of supporting international negotiating teams and will gain techniques to address these challenges, including briefing negotiators and securing policy approval through sharpening your negotiating and influencing skills in Whitehall.

Learning activities



Delivery method:



Estimated learning time:

1.5 days

How to book

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