

# International Negotiation Skills – Including Communication Styles

Following the UK's departure from the EU, civil servants from every government 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 challenges and demands that practitioners need to understand and prepare for in order to deliver successful outcomes for the UK. Understanding your own and others' communication styles is a key facet of successful negotiation.

## 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 international negotiation experience, this highly participatory topic is designed to give participants a practical understanding of the contexts, dynamics, challenges and techniques of bilateral and multilateral negotiation. It includes a specific focus on developing the communication skills required for successful negotiation.

The learning activities explore a range of negotiating styles and techniques. They explore the dynamics and challenges of negotiation and the skills, including communication skills, required for successful negotiation.

## What does it involve?

Participants are guided through a series of interactive exercises in a real-life context which enable them to practise the skills required for successful negotiation.

The workshop includes sessions focused upon personal impact and the communication skills essential to effective negotiation.

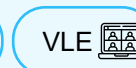
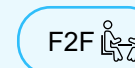
## What's the outcome?

After completing this course, you will have gained an understanding of the challenges of international negotiation, and of some of the techniques and skills used to negotiate successfully, with a special focus on communication skills. Through the participatory exercises you will have acquired knowledge of your own skills as a negotiator

## Learning activities



### Delivery method:



### Estimated learning time:

2 days

## How to book

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

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