



CAPACITY-BUILDING OF THE GEORGIAN LEADERSHIP COMMUNITY FOR IMPROVED DECISION-MAKING AND NEGOTIATION SKILLS

BILATERAL AND MULTILATERAL NEGOTIATIONS (BMN/NS) SYLLABUS

Developed by Director General Märt Volmer
10 hours

Course Description, objectives: the aim is to give to the students with some experience in international relations and negotiations advanced skills to conduct and prepare for international negotiations. The course starts with basic negotiations theory according to Harvard school, focusing on key elements and key skills required in international negotiations. The course concentrates on multilateral negotiations with emphasis on EU, including insights into the role of decision-making procedures implications of different organisations, the various roles a chairman needs to take in order to execute a negotiation successfully. The course gives insights into the importance of team work and its dynamics in a negotiations team. The course will also highlight the importance of interaction and communication between different players in the negotiations. The skills are developed through practical exercises. Emphasis is also on the aspect of intercultural communication and its implications to success or failure.

In more detail and as overarching objective this course will address the present and foreseeable future challenges for Georgian officials to continue the negotiations of Association Agreement and to achieve the opening of DCFTA (Deep and Comprehensive Free Trade Agreement) negotiations with the EU. Both processes face considerable challenges and can be effectively enhanced and facilitated by the outcomes of this course in combination with other courses. The role plays, case studies and samples are specifically chosen to find solutions to those issues.

Learning Outcomes

By the end of the course students should be able to:

- Understand the nature and principles of effective negotiations
- Communicate in negotiations process and understand its importance
- Skills to position in feasible way for EU negotiations while understanding the roles of various EU structures and decision making inside EU
- Practical skills to negotiate effectively

Methodology of the course

The methodology is a combination of theoretical input and role plays followed by discussions and reflections. A participatory and interactive approach will be used in the sessions.

Communication skills will be applied specifically at negotiation situations and the performance will be analyzed by the group.

Theory and practical exercises include number of negotiating techniques, including Push –Pull theory; trust in negotiations; conflicts threats and emotions; ways to compromise; positioning techniques; informal communication and corridor work; intercultural communication; etiquette and protocol issues.

International negotiations terminology in English will be covered together with practical check lists to effective negotiator.

This skills-based training is accompanied by PowerPoint slides. Information for role plays is printed on paper.

Recommended readings:

Fisher, R. and W. Ury : Getting to YES: Negotiating Agreement Without Giving In. (A reference book describing negotiation on the merits strategy (also referred to as a [win-win](#) negotiation), as a preferred alternative to positional bargaining, written by [Roger Fisher](#) - professor and Director of the Harvard Negotiation Project and William Ury - director of the Negotiation Network at [Harvard University](#) & Associate Director of the Harvard Negotiation Project. – This book has become a negotiation theory landmark: it has sold in millions of copies in different languages and has broadly influenced the negotiation literature.)

Fisher, R. and Roger Shapiro: Beyond Reason: Using Emotions as You Negotiate, Viking, 2005,

Harvard Business Essentials: Negotiation, Harvard Business School Publishing Corporation, 2003