

## INTERNATIONAL NEGOTIATION TECHNIQUES

*by Prof. Dr. Paul MEERTS*

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Netherlands Institute for Higher Education (NIHA) and the Netherlands Education Association (HED) kindly invites you to a one-day training which aims to contribute to your skills in tackling multi-party conflicts.

The course specifically focuses on international negotiations as a method for peaceful dispute settlement between states and/or other organizations. It addresses different methods of negotiation through determining and examining types of conflict situations and handling modes.

The admission fee for the training is:

students: 75TL

professionals: 150TL

**Date** : 20.01.2012

**Time** : 09:00 - 17:00

**Language** : English

**Venue:**

NIHA

Koza Sokak 111

G.O.P. ANKARA



*For more information & participation form  
please contact NIHA no later than 17.01.2012 - 17:00  
info@nihankara.org - 0.312.437.33.47*