

## INTERNATIONAL NEGOTIATION TECHNIQUES TRAINING

### *'effective negotiation in international environment'*

On January 20<sup>th</sup>, the Netherlands Institute of International Relations Clingendael will provide a one-day-training on International Negotiation Techniques at the Netherlands Institute for Higher Education (NIHA). The training is organized by NIHA with the participation of Netherlands Education Association (HED) and it is designed to address the complexities of multilateral negotiations.

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. Altogether, the seminar aims to contribute to one's skills in tackling multi-party conflicts.

The training which is certified by Netherlands Institute for Higher Education (NIHA) and Institute of International Relations Clingendael, includes both theoretical and practical sessions including hypothetical scenarios. It will start at 9.00AM and last until 17.00 – the training schedule can be found below.

#### **About Prof. Dr. Paul Meerts:**

The training will be given by Prof. Paul Meerts who is an advisor at Clingendael and expert on international negotiation processes, is also a visiting professor in International Negotiation Analysis at the College of Europe (Bruges). In the past he was Head of Training and Education (1983-1989), Deputy Director (1990-2006) and Special Advisor to the Director of Clingendael (2006-2011). His current expertise is the international negotiations processes and currently training diplomats, civil servants and military officers in over ninety countries worldwide.

#### **About Institute of International Relations Clingendael:**

The Netherlands Institute of International Relations Clingendael acts as both a think tank and diplomatic academy to identify and analyze emerging developments to benefit politics and society through research, the publication of studies, organizing courses and training programs and by providing information. For more information please visit: [www.clingendael.nl](http://www.clingendael.nl)

### Admission:

Admission to the training is open to all interested parties, including: students, recent graduates and young professionals, who are working on internationally intense environments, as well as the young diplomats and professionals of the governmental institutions and experts, working at non-governmental organizations.

The admission fee is 75TL for the students and 150TL for the professionals. The admission fee can be paid by bank transfer or by cash. The bank account information is as follows:

- Account Name : Hollanda Eğitim Derneği
- Bank & Branch : Garanti Bankası / Gaziosmanpaşa Şubesi
- Account No : 324 – 6297257
- IBAN No : TR03 0006 2000 3240 0006 2972 57

Please note that:

- ❖ A donation receipt will be given for each admission fee.
- ❖ The participants name and the remark “Bağış” should be present in all bank transfers.
- ❖ The admission fee includes all training materials and the training is certified by Netherlands Institute for Higher Education and Netherlands Institute of International Relations Clingendael.

### Training Schedule:

**Date** : Friday, 20 January 2012  
**Time** : 09:00 – 17:00  
**Venue** : NIHA Meeting Room  
Koza Sokak, No:111, 06700, G.O.P. – Ankara

09:00 – 09:30 : Coffee/ Tea Service  
09:30 – 11:00 : Morning Session - Introduction  
11:00 – 11:15 : Coffee Break  
11:15 – 12:30 : Bilateral Bargaining  
12:30 – 13:30 : Lunch Break  
13:30 – 15:00 : Afternoon Session - Strategy & Tactics, Skills & Styles  
15:00 – 15:15: Coffee Break  
15:15 – 17:00 : Multilateral Bargaining  
17:00 – 17:30 : Wrap-Up  
17:30 – 19:00 : Cocktail