Columbia Law School Series- Negotiation Fundamentals for Diplomatic Leadership

People

Deadline: 31 Mar 2022

Type: Workshop
Location: Web Based
Date: 31 Mar 2022
Duration of event: 1 Days
Programme Area: Governance
Specific Target Audience: Core Diplomatic Training
Website: http://www.unitar.org/ny
Price: No Fee
Event Focal Point Email: pelayo.alvarez@unitar.org
Partnership: Columbia Law School

BACKGROUND

The event will take place on Thursday, March 31, 2022 from 10:00 am - 11:30 am EST.

As former U.S. President John F. Kennedy noted, “Let us never negotiate out of fear. But let us never fear to negotiate.” In this interactive workshop from the Columbia Law School Advanced Mediation Clinic, participants will focus on developing negotiation fundamentals for diplomatic leadership. They will expand their conceptions of how one can negotiate thoughtfully and successfully, explore the importance of active listening for effective communication and dispute resolution, and understand the value of strategic questions and information gathering.