



## Negotiation in Humanitarian Crises

<b>Credits</b>	2 credits ECTS
<b>Dates</b>	2 – 13 November 2020
<b>Format</b>	Online (combination of self-study and live sessions)
<b>Language</b>	English
<b>Fees</b>	CHF 1,500 (CHF 1,200 for ICRC and MSF staff)
<b>Coordinator</b>	André Picot – <a href="mailto:andre.picot@graduateinstitute.ch">andre.picot@graduateinstitute.ch</a>

### Course overview

#### Short description

Negotiating with a huge variety of stakeholders is a reality for many professionals in the humanitarian field.

This online executive short course focuses on the analysis and design of adapted negotiation strategies. Spread over two weeks, it implies two to four hours of daily work in average combining individual and group work as well as live sessions with international experts.

More information about the course coordinator [here](#).



### Objectives of the course

At the end of the course, you will be able to:

- Identify the frameworks and principles on which humanitarian negotiation is based;
- Define the objectives and specificities of humanitarian negotiation;
- Select and manage the most appropriate interaction and communication styles with a variety of stakeholders during a negotiation process;
- Discover your own personal style as a negotiator;
- Understand and apply a set of tools and techniques developed for humanitarian practitioners.

### Workload

Around 50 hours of work for the whole course including:

- E-learning materials (videos, readings, forum discussions, individual and collective work, exercises, reflective analysis, role play)
- Live sessions (including online discussions)
- Producing an essay (only for those wanting academic certification)

### Structure of the course

- Module 1: Identifying and comparing types and approaches of humanitarian negotiations.
- Module 2: Structuring a negotiation: analysis, strategy, face to face and follow up.
- Module 3: Analysing a negotiation context and defining a strategy using tools designed for humanitarian settings.
- Module 4: Online role playing.



## Audience

- Professionals in the humanitarian, development or social sector looking to develop their competencies in negotiation as well as reflect and capitalize on their experiences.
- Professionals from other sectors who wish to increase their understanding of negotiation in humanitarian settings.
- Graduate students with relevant volunteer or intern experience, looking to undertake a postgraduate course with a view to entering the humanitarian sector.