



## Negotiation in Humanitarian Crises

<b>Credits</b>	2 credits ECTS
<b>Dates</b>	8 – 19 May 2023
<b>Format</b>	Online (combination of self-study time and live sessions). Live sessions are mandatory and take place 3-4 times a week, usually in early afternoon CET. <b><i>Online course requires 20-25 hours of dedicated work per week. We recommend that participants allow at least 50% of their time for the course and adapt their professional activity accordingly.</i></b>
<b>Language</b>	English
<b>Fees</b>	CHF 1'700
<b>Course Director</b>	André Picot – <a href="mailto:andre.picot@graduateinstitute.ch">andre.picot@graduateinstitute.ch</a>

### Course overview

#### Short description

For a long time, negotiating in humanitarian operations was felt as compromising on principles and norms. It is only recently that it was found as reinforcing humanitarian impact to consider the interests of all sides and the context in order to make a deal.

This executive short course focuses on the design of adapted negotiation strategies in humanitarian settings and the development of participant's self-awareness. It links real situations experienced by participants with the latest concepts around humanitarian negotiation, meaning negotiations aimed at securing access, assistance and protection for civilians facing humanitarian emergencies. It is organised in collaboration with the Centre of Competence on Humanitarian Negotiation (CCHN).



### 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, specificities and ethical challenges of humanitarian negotiation;
- Select and manage the most appropriate interaction and communication styles with a variety of stakeholders, including non-state armed groups, during a negotiation process;
- Discover your own personal style as a negotiator;
- Identify ways to negotiate in case of abducted staff
- Understand and apply a set of tools and techniques developed for humanitarian practitioners

### Workload

Around 20-25 hours of work each week, including:

1. Asynchronous self-study activities (such as case studies, videos, recorded slideshows, readings, etc.)
2. Synchronous live sessions

### Thematic structure of the course

- Identifying and comparing types and approaches of humanitarian negotiations
- Analysing a negotiation context
- Defining a strategy using tools designed for humanitarian settings
- Practicing face-to-face through online role playing



## Prerequisites

### Audience

- Professionals in the humanitarian, development or social sector looking to develop their competencies in negotiation, as well as reflect and capitalize on their experience as negotiators
- Professionals from other sectors (political analysts, decision-makers, government officials, donor agencies) who wish to increase their understanding of negotiation in humanitarian settings
- Graduate students with relevant volunteer or intern experience (2-3 years), looking to undertake a postgraduate course with a view to entering the humanitarian sector

### Distance Learning

- Broadband/high speed connection - 2.5 Mbps minimum.
- Please note that most weekly content and activities is accessible via phone, but a PC/laptop/tablet is preferred
- microphone and webcam

### Admission requirements

1. a university qualification (Bachelor's degree or equivalent)
2. at least three years of relevant professional experience
3. excellent command of English
4. motivation working in the humanitarian sector