



Institute for
Global Negotiation



University of
Zurich ^{UZH}

Chair of International Relations
and Political Economy

The Fundamentals of Negotiation Workshop

3-4 October 2024 | 9:00-16:00



At the end of the workshops, participants will be able to:

- Distinguish between different approaches to negotiations, including distributive and integrative negotiation.
- Develop their own skills for application during different stages of the negotiation process, including preparation, conduct and closure.
- Analyse the underlying interests of parties to a negotiation and design effective strategies for securing integrative outcomes to complex problems.
- Critically reflect upon and evaluate their own negotiation experiences.

To register please complete the form in the following [link](#). Spots will be allocated on a first come first served basis.

www.global-negotiation.org