

Introduction to International Negotiations

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General Information

Dates: 20 and 27 March, 3 April and 24 April 2020.

Lecturer: Prof. Dr. Felix Addor

Audience:

- Government officials; Embassy staff; people working for international organisations and NGOs
- Master of Advanced Studies of International Law and Economics (MILE) Students
- Joint LL.M. / Diploma of Advanced Studies Trade and Investment Law (TRAIL+) Students - World Trade Institute / Faculty of Law, Unibe)
- Students from different universities across Switzerland

Course fee:

1,200 CHF

Course description:

To be effective in negotiations is of crucial importance in almost every profession. The negotiation process is an extensive strategy, based on principles that can be learnt, experienced and applied to solve conflicts of interest in a sustainable way.

This is a practice-oriented, interactive course that involves negotiation theory and concepts as well as preparation readings, combined with role-play exercises, moot negotiations, case analyses, in-class discussions, and self-assessment instruments.

The course is for people who are eager to learn how to solve conflicts of interest in a sustainable way and are willing to actively participate. It is crucial that participants organize themselves in such a way that they can follow all four course days.

Lecturer

Prof. Dr. Felix Addor



Prof. Dr. Felix Addor serves as the Deputy Director General of the Swiss Federal Institute of Intellectual Property (Swiss Ministry of Justice), the federal agency in charge of all intellectual property matters in Switzerland (www.ige.ch). As the Institute's General Counsel and Director of the Legal and International Affairs Division, he has been responsible for all legal and policy matters regarding all fields of intellectual property at the national and international levels since 1999. Among other things, he leads Swiss negotiating delegations to the relevant international fora, such as the World Trade Organization and the World Intellectual Property Organization, and to bilateral and plurilateral IP-negotiations. He also acts as Co-Head of the Swiss Federal Inter-Ministerial Working Group on Public Health, Innovation, Trade and IP, and is a Member of the Strategy Committee on Swiss global health foreign policy.

In addition, Dr Addor has been a member of the external faculty of the World Trade Institute since its establishment (1999). Since 2008, he has been a Professor ('Titularprofessor') at the Faculty of Law, University of Bern. He lectures on intellectual property law, international negotiations and global governance. Moreover, since 2013 Dr Addor has been a Senior Fellow at the Global Health Centre of the Graduate Institute of International and Development Studies, Geneva, and since 2020, a lecturer on international negotiation at the Law Faculty of the University of Zurich. Prof Addor has authored numerous articles, and is a regular guest lecturer on a broad range of intellectual property and negotiation issues. He received an MLaw (magna cum laude) and a Dr. iur. (summa cum laude, awarded 1997 by the Professor Walther Hug Foundation) from the University of Bern, and has been admitted to the Canton Bern State Bar since 1990.