

Introduction to International Negotiations

Semester: Spring semester 2020

Root Number: 455763

ECTS: 3

Lecturers: Felix Addor

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

Audience:

- Master of Advanced Studies of International Law and Economics (MILE) Students – Optional
- Joint LL.M. / Diploma of Advanced Studies Trade and Investment Law (TRAIL+) Students - World Trade Institute / Faculty of Law, Unibe – Optional
- This course is open to MILE a la Carte

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 by 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 a way that they can follow all four course days.

Learning objectives

The course aims to form and to enhance participants' awareness about the negotiation process, including the influence of human interests, goals, perceptions, and emotions. Moreover, it provides concepts and tools for addressing negotiations, enables participants to develop systematic skills in diagnosing and managing every-day negotiation situations.