



# Introduction to International Negotiations

**Lecturers:** Prof. Dr. Felix Addor / Katie Rüegegger

**Dates:** 10 March, 17 March, 24 March and 31 March 2023 (09:00 – 17:45 incl. one hour lunch break)

**Location:** World Trade Institute – WTI, Hallerstrasse 6, 3012 Bern

**Audience:**

- Government officials; Embassy staff; people working for international organizations and NGOs, industry and in legal practice
- 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

**Course fee:**

1'000 CHF

**Course description:**

To be effective in negotiations is of crucial importance in every profession. The negotiation process is an extensive strategy, based on skills that are not innate but can be acquired and developed in order to solve conflicts of interest sustainably.

This is a practice-oriented, interactive, 'learning-by-doing' course focusing on the basic skills of negotiation. It might change participants' view on how negotiations should be planned, structured and led. The course involves negotiation theory and concepts as well as preparation readings, combined with role-play exercises and negotiations, case analyses, in-class discussions, and self-assessment instruments.

The course is for people, who are keen to learn and reflect on how to solve conflicts of interest in a sustainable way, who are interested to apply newly learnt knowledge in exercises in class as well as in out-of-class daily practice, and to actively participate in all modules of the course; in short, who are willing to go the extra mile. Note: It is crucial that participants organize themselves in such a way that they can follow all four course days.

## Learning objectives

The course aims to improve participants' awareness and skills in negotiation situations, in particular

- (1) to give them a sense of how negotiations are conducted on a bi- and multilateral level,
- (2) to provide them with concepts and tools for analysing and addressing negotiation situations from different contexts,
- (3) to support them understanding the influence of human interests, goals, perceptions, and emotions on the negotiation process and the negotiation result, and
- (4) to develop their skills and confidence as a negotiator.

## Lecturers

### 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. 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 CoHead 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, Prof. 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, and is, among others, co-responsible for the [Model United Nations Seminar](#). Moreover, since 2013 Prof. 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](#) as well as a [senior fellow at the Institute for Global Negotiations](#) jointly hosted by the Chair of Political Philosophy of the University of Zurich and the Chair of Negotiation and Conflict Management of ETH 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 his MLaw (magna cum laude) and his 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.

### **Katie Rügsegger**



Katie Rügsegger works as an advisor on innovation, intellectual property and public health at IPI. She holds a master's degree in International and European Law (University of Bern) and a bachelor's degree in International Relations (University of Geneva). Besides German and English, which are her mother tongue, she is also fluent in Spanish and French. One of her great passions is international negotiations. Together with Prof. Felix Addor, she is also responsible for the [Model United Nations Seminar](#) at the University of Bern. Ms. Rügsegger has been a member of the Global Negotiation Conference, an association that has now been newly conceptualized as the [Institute for Global Negotiation](#).