

# RESPONSIBLE NEGOTIATION FOR SENIOR LEADERS

**THE REGIONAL TRAINING PROGRAMME**





“ As part of our Regional Training Programme, you will join a network of leaders working across the humanitarian and development sectors as well as integrated missions. You will enhance your leadership mindset and embrace change to achieve better results for the people we serve around the globe. The GELI experience is carefully crafted with a team of renowned academic experts and is grounded in your current issues and challenges. The learning sessions are tailored to your personal development and how you work within leadership teams. Together, we will co-create new ways to learn, collaborate and innovate and actively contribute to a much-needed change across our system. I look forward to welcoming you to our programme very soon. ”

**Panos Moutzis**  
**Executive Director**  
**GELI**

# COURSE OVERVIEW



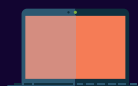
Blended learning:  
**6 WEEKS**



Delivered in:  
**5 LOCATIONS**



Residential workshop:  
**4 DAYS**



Remote learning:  
**2-4 HRS WEEKLY**



Format:  
**PART-TIME**



Class size:  
**24 SENIOR LEADERS**



**NO  
TUITION FEES**



**COURSE  
CERTIFICATE**

# APPLY EFFECTIVE AND RESPONSIBLE NEGOTIATION

Throughout this course, you will focus on the application of negotiation skills to address the humanitarian, development and political challenges that you face.

The curriculum brings together practical experiences and academic expertise on negotiation techniques and practices. It delivers a course that strikes a balance between theory and practical application. Sessions are grounded in experiential learning from real-life situations in the field, adapted simulations, and personal feedback from peers and faculty.

GELI's learning programmes are delivered through the lens of collaborative leadership: capitalising on the range of expertise, skills and leverage points that exist within the Humanitarian Country Team and/or the UN Country Team.

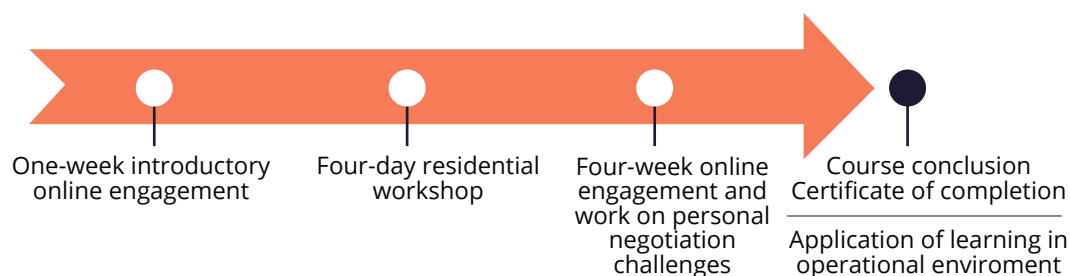
This course is developed and delivered by the Executive Negotiation Project (ENP) of the Harvard Humanitarian Initiative (HHI).



# YOUR CURRICULUM

You will follow a six-week programme that includes five online sessions lasting 90 minutes each and a three-day in-person residential workshop. You will be joined by other senior leaders primarily from the UNCT or HCT in operations in your region.

The online learning will include moderated group sessions, webinars, video documentaries, and other interactive activities to support your learning. In the residential session you will share your knowledge, learn from each other's experiences, absorb the knowledge of the experts that designed the course, and lay the foundation for continued learning with your colleagues in a peer network after the conclusion of the course.



The course is based around three core pillars of negotiation – **people** to engage with, **processes** to set up a negotiation, and overcoming the **problems** that you will encounter through a negotiation - and covers the following modules:

- Develop the negotiation strategy
- Prepare for negotiations
- Structure the negotiation process and the mandate
- Communicate powerfully
- Solve problems creatively
- Lead complex negotiations
- Give and receive feedback
- Apply your skills by mediation moves



# STRENGTHEN YOUR NEGOTIATION APPROACH

“The course will strengthen your personal approach to negotiate deals and resolve conflicts. With your peers, you will reinforce your skills on how to negotiate responsibly, i.e. to leverage relationships and teams around strategic goals, to develop balanced and fair solutions and to engage in a process where you communicate effectively.”

**Alain Lempereur, Affiliated Expert  
Harvard Humanitarian Initiative,  
Executive Negotiation Programme  
and Global Executive Leadership  
Initiative**

“Negotiation is about being prepared, steering the process, developing empathy, understanding and persuading, seizing opportunities, managing complexities, thinking critically, closing and implementing the deal. The list is long, but these are skills and behaviours that you can improve through learning.”

**Michele Pekar, Associate Fellow,  
University of Oxford**



# SUMMARY OF COURSE LOCATIONS

The course will be delivered in five regional hubs and will be open to twenty-four senior field practitioners in each location.

If you are interested in applying, please register for the course that will be delivered in the regional hub closest to your operation. More information on the application and registration process for these courses is on the final page of this brochure.

## Course Locations in 2022



• **Amman**, 23 - 26 May

• **Bangkok**, 27 - 30 June

• **Panama City**, 9 -12 May

# PARTICIPANT SELECTION

The Regional Training Programme is open to senior level practitioners that regularly attend the UNCT and/or HCT meetings, as well as senior representatives from international and national NGOs and the Red Cross and Red Crescent Movement, including its National Societies to ensure the cohort is balanced and reflects the range of actors that are operational in the field.

GELI will strive for equal gender representation and geographic diversity in the cohort.

## **Course fees and participation**

There are no tuition fees associated with participating in the course and GELI will cover accommodation costs (four nights) for participants from international and national NGOs, and the Red Cross and Red Crescent Movement, including its National Societies. GELI will also cover travel costs for national NGOs.

GELI requests UN agency participants to cover their own travel and accommodation for the residential workshop.





# MEET YOUR FACULTY

**Alain Lempereur, Affiliated Expert Harvard Humanitarian Initiative, Executive Negotiation Programme and Global Executive Leadership Initiative.**

Alain is a mediator. He is the Alan B. Slifka Chair Professor and Director of the Conflict Resolution and Coexistence Programme at Brandeis University, and is also lead faculty of the “Negotiation Strategies for Senior Leaders” pillar of the HHI Executive Negotiation Project. He is also an affiliate faculty for Harvard’s Programme on Negotiation, an executive committee member, and a global instructor. He has led consulting missions and executive training for international organizations, governments, consulting firms and corporations in over seventy countries.



**Michele Pekar, Associate Fellow, University of Oxford.**

Michele has 25 years of experience as a practitioner, senior trainer and coach. She is the Founding Partner of Co-Dev, a firm specializing in leadership, negotiation, and mediation. She is an Associate Fellow at the University of Oxford, where she teaches negotiation preparation and facilitation on the Oxford Programme on Negotiation. Michele is expert facilitator for the “Negotiation Strategies for Senior Leaders” pillar of the HHI Executive Negotiation Project. She was trained in negotiation at Harvard and is editor of *The First Move: A Negotiator’s Companion* and co-author of *Mediation: Negotiation by Other Moves*.

# REGISTER TODAY

If you are interested in applying to one of the courses you can find more information on our [webpage](#) or register your interest [here](#).

We would love to hear from you or help answer any questions. You can reach us at: [info@geli.org](mailto:info@geli.org)

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[www.geli.org](http://www.geli.org)

This programme is funded by:



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