

# INTERNATIONAL NEGOTIATIONS - SKILLS TRAINING

Professor

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**July 4 – July 14**

**Monday-Friday** (6:30 am – 9:30 am)

**Saturday** (9:00 am – 12:00 m)

ONLINE AM

## DESCRIPTION

The course offers an alternative way of learning negotiations skills, deploying philosophy of learning-by-doing and hands-on approach. It teaches students to articulate their argument, how to present it, and challenges them to critically approach, evaluate and improve their skills. The focus are international, multicultural negotiations that we explore based on role-play simulation games within the UN and WTO environment.

## OBJECTIVES

- To prepare and practice the negotiation skills necessary to participate in UN and WTO decision-making simulations (diplomatic and negotiation skills, including capacity to construct reasoned arguments, in a multi-national context);

- To outline the UN and WTO institutional set-up, the functioning of these organizations, and the interchange between national and international agendas in various policy fields;
- To analyse the complex context within which UN/WTO and other related documents are produced and the processes by which they are formulated;

## METHODOLOGY

The course distances itself from traditional teaching and learning methods and proposes a 'learning by doing' approach based on negotiation simulations. The course will be taught using a combination of 1h lectures, online asynchronous activities (including private study), and offline seminars and synchronous activities, including discussions and exercises.

## EVALUATION

- Written assessment
- Oral evaluation
- Simulation

## PRE-REQUISITES

N/A