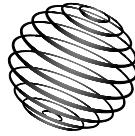




unitar

United Nations Institute for Training and Research



**CRANS
MONTANA
FORUM**



HIGH STAKES NEGOTIATION ROUNDTABLES

**A joint Initiative of UNITAR & the
CRANS MONTANA FORUM's WORLD DIPLOMATIC ACADEMY**

UNITAR and its Division for Multilateral Diplomacy

The United Nations Institute for Training and Research (UNITAR) was established in 1963 as an autonomous body within the United Nations with the purpose of enhancing the effectiveness of the work of the United Nations and its Member States in the fields of peace and security and in the promotion of economic and social development. At the heart of UNITAR, the Division for Multilateral Diplomacy delivers training and support workshops to address the needs of diplomats, government officials, international civil servants and private sector entities to meet complex, global challenges.

Crans Montana Forum and the World Diplomatic Academy

The **WDA World Diplomatic Academy** was established by the **Crans Montana Forum** to serve the decision makers of government administrations (heads of State and Government, Ministers and their advisors), international Organisations and the national and international business companies (industry, finance and banking). The Academy, which enjoys the benefit of the Crans Montana's Forum's 37 years of experience and reputation, is a Swiss owned, based and managed institution headquartered at the heart of the Swiss Alps. The Crans Montana Forum, as a world leading International Institution dedicated to Public-Private Cooperation and the WDA-World Diplomatic Academy, in the framework of the IUHEI Crans Montana institute, have become the most exclusive and elegant meeting place for high level decision makers from Governments, International Organisations and Business for sharing experience, shaping the future and networking for the best of their activities.

The Partnership

- The two Organizations have considerable synergies and aligned objectives, related to capacity building and the focus on continuous education for public and private sectors leaders, which have led to a prolific cooperation kickstarted by the signature of a Memorandum of Understanding in 2021.

- Examples of joint initiatives include an Executive Diploma as well as mutual involvement in respective high-level events such as the Crans Montana Forums, the meetings of the WDA World Diplomatic Academy and the Think Tank LE CERCLE.
- UNITAR and the WDA World Diplomatic Academy are now joining forces to design a high-level roundtable series, named “**High Stakes Negotiation Dialogues**”, specifically construed for senior-level diplomats, government officials and private sector decision-makers.

Content and Overall Goal

- This newly created, innovative Initiative presents an unparalleled opportunity for decision-makers and key actors of the public life to participate and delve into complex discussions around the subject of negotiation.
- **Experience sharing:** While tackling these topics, they will have the chance to not only acquire new cutting-edge perspective on negotiation by listening to world-class experts and respected active or former leaders of governments, international organisations and major international groups, but also exchange experiences with each other and engage into debates about modern diplomatic and negotiating practices.
- **Promoting “humane values”:** through the dialogue, the organizers seek to promote systematic mutual respect and recourse to informal diplomacy thanks to private meetings free from any binding agenda, in a friendly framework favouring free and sincere communication with an absolute respect for the confidentiality of exchanges
- **Promoting an operational realism in diplomacy:** the diplomat’s mission is at first to defend the political and economic interests that he represents and consequently display a systematic respect for the specificity of "the other", excluding from his action any dogmatism and any proselytism of values which, in fact, belong only to the sphere of each one
- **Networking:** being immersed in international environments, participants will have the chance to connect through a high-level hub of practitioners and dignitaries, which will serve not only as an experience-sharing space, but also an exceptional networking opportunity.

Methodology

The proposed in-person sessions aim to create a first-of-its-kind space of creative discussion and experience-sharing in the realm of high stakes negotiations, within the sphere of diplomacy and beyond.

The content is specifically envisioned for a senior-level audience, as it aims at introducing innovative and state-of-the-art concepts into traditional subjects, of which participants are already senior experts.

Suggested topics

The topic for the sessions may include the following topics, *among others*:

- “**High Performance Leadership and Assertiveness**”, specifically designed to inspire innovation for leaders at managerial and Director level when leading teams in negotiation efforts
- “**Stress Management in High-pressure Scenarios**”, aiming at the development of techniques and strategies for high-stress conditions (such as in hostage situations)
- “**Neuroscience of Negotiations**”, which aims at improving one’s control of the hormonal and intellectual impulses in our brains during negotiations to produce better outcomes
- “**Resilience and Confidence**”, which tackles psychological strategies for better endurance during touch and extended negotiations
- “**Lie Detection**”, exploring body language patterns in communication, as well as strategies to encourage transparency and minimize dishonesty in strategic meetings or negotiations.

Target Audience and Venue

The Negotiation Roundtables are specifically designed for top-level, senior participants from all sectors of the global governance, with extensive experience and professional exposure. The venue for the first edition of the activity is Geneva, with potential further Dialogues organized in Paris, Brussels, Vienna, Roma or other UN global locations.

Certification

At the end of every Negotiation Roundtable, **UNITAR** and **WDA World Diplomatic Academy** will present to each participant a **Certificate of Attendance**.

They also will provide special recognition for the highest performing personality who provided the most instrumental input in the topic area of the roundtable.