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United Nations Institute for Training and Research

RHA/pm/13/262

Geneva, 06 May 2013

Dear Sir or Madam,

The United Nations Institute for Training and Research (UNITAR) is the key provider of training activities within the United Nations system. The Institute's flexibility, expertise and training experience means that it provides innovative and impactful courses for learners from government bodies, university students, as well as from the private sector. The training programmes combine expertise from leading practitioners in fields of multilateral diplomacy and decision making, with expertise in training methodologies and excellence in personalised training delivery.

We wanted to share with you the course brochures of our two new on-line courses on:

- **Overcoming Negotiation Deadlocks** (27 May – 23 June 2013)
- **Public Diplomacy in a Multipolar World** (3 – 30 June 2013)

For your reference I have also enclosed a copy of our list of upcoming on-line courses. Please do not hesitate to share this information with your Careers Service, or with particular departments within your Institution. For group reservations (of 13 persons or more) on any of the training programmes, we would be happy to discuss a reduced group participation fee.

Online application is available on the UNITAR website at the following link: <http://www.unitar.org/mdp/>. For inquiries please contact: mdp-elearning@unitar.org / +41 22 917 87 16

We look forward to welcoming your students to our programmes during 2013, and remain at your disposal should you have any questions or require any further information.

With warmest regards,

Rabih El-Haddad
Manager
Multilateral Diplomacy Programme

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Institut des Nations Unies pour la formation et la recherche
Instituto de las Naciones Unidas para Formación Profesional e Investigaciones



Knowledge to lead



Overcoming Negotiation Deadlocks

27 May - 23 June 2013

Background

In the context of developing bilateral contractual relations, negotiation has taken on a prominent role as a decision-making and regulation process. Moreover, the challenge of renewed multilateralism is closely linked to the ability of the international community to foster truly productive negotiation processes in a rapidly evolving global context. As the main training arm of the UN, the United Nations Institute for Training and Research (UNITAR) has ambitioned to respond to this eminent challenge with its ground-breaking training initiative "Overcoming Negotiation Deadlocks" intended for the entire community of negotiators worldwide.

Resource Persons

This course will be led by a number of leading academics:

- **Prof. William Zartman**
- **Prof. Minh Luong**
- **Dr. David Koschel**

Senior practitioners in the field of international negotiations (**President Martti Ahtisaarin**, numerous senior diplomats) contributed to the development and delivery of this course.

Learning Objectives

Overall, this course aims to equip participants with the conceptual knowledge and practical tools to efficiently overcome deadlocks in negotiations and successfully negotiate towards beneficial outcomes.

At the end of the course, participants will be able to:

- Distinguish different approaches to negotiations, incl. distributive and integrative negotiations
- Better detect 'psychological traps' in complex situations
- Employ a comprehensive tool box for various negotiation situations and stages, incl. preparation, conduct and closure of negotiation
- Identify the most effective strategies in specific situations, based on learning experience, case analysis and practitioners' feedback and advice

Target Audience

Beyond diplomats, government officials and representatives of international organizations, the course will also benefit professionals from the private sector, students, and other interested individuals.

Methodology

This course will be conducted in English over a period of four weeks, organized in modules on different topics. The course will be delivered via UNITAR's e-Learning platform. This pedagogical tool will help participants meet the course learning objectives through a self-paced study routine supported by multimedia, optional and required readings, discussion forums, assessment quizzes, and a wealth of additional information.

Registration and Course Fees

A fee of 600 USD is applicable to participate in this course.

Participants from Least Developed Countries (LDCs) are eligible to apply for a fellowship. Please consult the Multilateral Diplomacy Programme website for more details.

Information about dates, registration and fees are available on <http://www.unitar.org/event/overcoming-negotiation-deadlocks>

Contact

For more information, please consult the UNITAR [Multilateral Diplomacy Programme](http://www.unitar.org/mdp) website or contact mdp-elearning@unitar.org



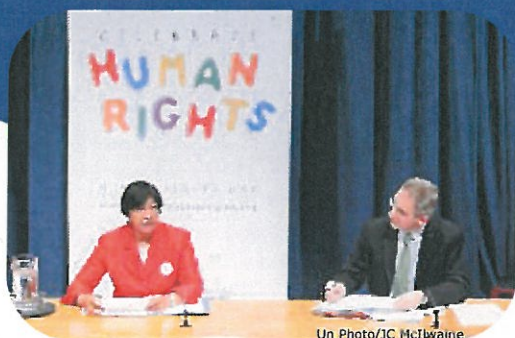
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Public Diplomacy in a Multipolar World

3-30 June 2013

Background

Public diplomacy, and its sister concept, soft power, dominate much of the current academic debate about 21st century diplomacy. A major challenge for governments is how to develop effective public diplomacy, and optimize the use of their soft power, in a rapidly changing global environment. This course aims to help participants understand what public diplomacy is, how its practice has evolved over time and how the current challenges are being addressed. It will also examine a range of tools & techniques available to public diplomacy practitioners.

Course Objectives

This online course aims to provide diplomats and public officials with an idea of the strategic significance of public diplomacy in the past and future. The crucial project steps of campaigns, media relations and other public diplomacy tools are analysed, discussed and summarised in a very practice oriented manner. Legal and human resource questions complement the material in order to be applicable in many environ-

Learning Objectives

At the end of the course, participants should be able to:

- Define and discuss the basic concepts of public diplomacy and how its practice is evolving;
- Explain the distinction between public diplomacy and related activities such as nation branding, propaganda, cultural relations, public relations and lobbying;
- Demonstrate knowledge of the skills and techniques required by public diplomacy practitioners vis-à-vis the media and other stakeholders;
- Design strategic media plans and public diplomacy campaigns by using modern and conventional public diplomacy tools.

Target Audience

The course is designed for mid to senior-level government officers in ministries preparing public diplomacy strategies and tools on a variety of topics. It also targets entry-level and mid-career diplomats working in a multilateral setting. Private sector specialists and students whose work or studies are related to this subject are also encouraged to apply.

Methodology

The course will be conducted in English over a period of four weeks, each week consisting of a module focusing on a different topic. The course will be delivered via UNITAR's e-Learning platform. This pedagogical tool will help the student meet the course's learning objectives through a self-paced study routine supported by multimedia, optional and required readings, discussion forums, assessment quizzes, and a wealth of other information.

Registration and Course Fees

The course participation fee is 600 USD. Participants from Least Developed Countries (LDCs) are eligible to apply for a fellowship. Please contact the Multilateral Diplomacy Programme for more details. Registration will be closed as soon as the course is full and your place will be secured once your payment is confirmed.

Information about dates, registration and fees are available on <http://www.unitar.org/event/by/mdp>

Contact

For more information, please consult the UNITAR [Multilateral Diplomacy Programme](#) website

or contact mdp-elearning@unitar.org



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Online Training in Diplomacy

2013 Course List

This is a non-exhaustive list of courses. New courses will be announced and made available online in 2013.

2nd Quarter

Green Diplomacy

13 May - 23 June (in English)
6 weeks, 800 USD

Cosmopolitan Communication: Connecting across Diplomats, Business Leaders and Civil Society Actors

13 May - 9 June (in English)
4 weeks, 600 USD



Overcoming Negotiation Deadlocks

27 May - 23 June (in English)
4 weeks, 600 USD

United Nations Protocol

3 - 30 June (in English)
4 weeks, 600 USD

Public Diplomacy in a Multipolar World

3 - 30 June (in English)
4 weeks, 600 USD

Climate Change Adaptation, Loss and Damage

3 June - 7 July (in English) in cooperation with Germanwatch
5 weeks, 800 USD

Mediation Skills

1 - 28 July (in English)
4 weeks, 600 USD

3rd Quarter

Introduction to the United Nations System

16 September - 27 October (in English)
6 weeks, 800 USD

Climate Change Diplomacy: Negotiating Effectively Under UNFCCC

16 September - 10 November (in English) in cooperation with AEA and the CDKN Advocacy Fund
8 weeks, 800 USD

Chairing International Conferences

23 September - 6 October (in English)
2 weeks, 500 USD

4th Quarter

Drafting and Adopting United Nations Resolutions

7 October - 3 November (in English)
4 weeks, 600 USD

Negotiating Climate Change Finance

14 October - 10 November (in English) in cooperation with Germanwatch
4 weeks, 600 USD

Multilateral Conferences and Diplomacy

21 October - 17 November (in English)
4 weeks, 600 USD

United Nations Protocol

21 October - 17 November (in English)
4 weeks, 600 USD

Please find more information on registration, fees, and course content at:
www.unitar.org/mdp/e-learning

New!

The United Nations and international Human Rights Protection

(in English) in cooperation with OHCHR - 6 weeks,
no fee - TBC

Water Diplomacy

(in English)
4 weeks, 600 USD
TBC

For inquiries, please contact:

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