

谈判技巧

1. 听取他人意见：在谈判中不要急于表现，耐心倾听他人的想法。积极了解你的盟友和游说对象，能够让你掌握许多有用的信息，找到说服他人的方法和关键。
2. 寻求双赢：代表应学会营造合作的氛围，成功的谈判往往能够让双方都成为赢家，还能赢得对方的尊重。
3. 沟通而非命令：在谈判过程中，与其反复强调本国的立场和态度，不如认真听取对方的想法。在能够合作的部分基础上扩大共识，这样会让谈判双方都感到最终的共识符合自己的需求，实现双赢。
4. 了解谈判对象：代表不仅要熟练掌握本国的立场，也应对对方的立场、动机和集团利益了如指掌。
5. 解决方法多样：对于某个问题的解决，并非只有一条正确的途径。当一个新的想法被提出时，要积极思考它是否与你代表的国家政策目标一致，去寻找别人的想法中的可行之处，通过协商修改来达成共识。
6. 学会必要时请说“不”：拒绝对许多人来说难以启齿，代表必须注意的是，拒绝并不是针对个人，而是为了维护国家立场或解决方案。有时候“不”是唯一合适的回答。
7. 寻找最佳国家集团：会议最开始时，一个国家可能同时从属于多个不同的国家集团。在最终选择同盟时，要选择最符合本国利益的集团。在选定集团后，代表应努力在该集团中确立本国的地位，使所代表国家得到更多支持，影响力更为广泛。

Negotiation Skills

1. **Listening to Others:** Do not rush to showcase yourself; patiently listen to others' ideas. Actively understanding your allies and lobbying targets allows you to gather useful information and find key methods to persuade others.
2. **Win-Win:** Delegates should learn to foster a cooperative atmosphere. Successful negotiations often result in both parties becoming winners and can also earn respect.
3. **Communicate, Don't Command:** During negotiations, instead of repeatedly emphasizing your country's stance and attitude, it's better to listen carefully to the other party's ideas. Expand consensus on the basis of areas where cooperation is possible.
4. **Know Others:** Delegates should not only be well-versed in their own country's stance but also fully understand the other party's position, motivations, and group interests.
5. **Multiple Solutions:** When a new idea is proposed, actively consider whether it aligns with your national policy goals, find feasible aspects in others' ideas, and reach a consensus through negotiation and modification.
6. **Learn to Say "No" When Necessary:** Saying "no" can be difficult for many people. Delegates must remember that refusal is not personal but is to protect the national stance or solution. Sometimes, "no" is the only appropriate response.
7. **Find the Best Bloc:** At the beginning of the conference, a country may belong to several different national groups simultaneously. When ultimately choosing allies, select the group that best serves your national interests. After selecting a group, Delegates should work to establish their country's position within the group, ensuring their country receives more support and broader influence.