

Strategic Global Negotiations: Cross-Cultural and Conflict Resolution

**September 28-29, 2016**

**Tampa, FL**

**Course Description**

The Strategic Global Negotiations course provides a practical policy-oriented practitioner’s experience to participants who desire to enhance their skills to negotiate effectively in a globalized world dealing with real issues of conflict resolution and peacebuilding. The course seeks to demonstrate the importance of cross-cultural understanding and the benefits of being sensitive and cognizant of cultural differences in international business and conflict resolution. It will provide a holistic perspective from general principles to real world examples of international negotiations by learning how to negotiate more effectively with peoples, governments and organizations with diverse cultures and backgrounds. The course is designed to prepare participants to become better negotiators in complex cross-cultural business and conflict resolution contexts and develop skills that can manage or prevent conflict. These demands require an approach to international negotiations that differ dramatically from traditional negotiations.

In this two-day dynamic and interactive executive education course in collaboration with Brookings Executive Education (BEE) participants will be introduced to the significance of cross-cultural differences, international negotiation techniques, communication skills, strategic thinking, regional situation analysis, and proven mediation and conflict resolution techniques through interactive exercises, real world scenarios, lessons learned and mock negotiations. The course presents a wide-ranging introduction to the field of cross-cultural and conflict resolution in conflict zones with an in-depth practitioner’s case studies of negotiation strategies of village stability operations, “winning hearts and minds”, regional negotiations and other tactics and strategies. How to use negotiating skills for peacebuilding or resolving conflict in complex situations. Specific attention will be given to such cultural causes as religion, tribalism, ethnicity, language, race, and gender necessary to the development of a comprehensive approach.

The USF-Brookings executive education program is intended for participants who work or intend to work in government, military, international organizations, NGOs or international businesses who seek to enhance their skills, knowledge and achieving their career goals by becoming more effective leaders and decision makers. The Executive Education Program (EEP) is designed to provide government and private sector professionals with practical, flexible and relevant education training in support of enhancing their careers. This open-enrollment two-day one-credit hour graduate-level course will lead to accredited Professional Certificates and Master’s in Global Studies or can be taken as a non-credit non-degree program. USF-Brookings is committed to providing a high-quality executive education for the military, government, non-government and private sector.

**USF-Brookings Executive Education Key Benefits:**

* Achieving your career goals by acquiring specialize expertise
* Acquiring accredited Professional Certificate Degree leading to Master’s Degree from USF and Brookings, a world-renowned public policy and research organization
* Course content matched to a range or career levels and skill sets
* A flexible timeframe that enables participants to study as their time and budget allow
* Interaction with leading scholars, analysts, subject matter experts and authors
* Invitation to conferences, seminars and events as a USF Fellow

**Course Learning Objectives**

* Understand the differences between cross-cultural international negotiations and traditional negotiations
* Understand the dynamics of international negotiations and conflict resolution, and examine how culture can impact the outcomes
* Learn how to deal with difficult circumstances and develop valuable personal negotiating skills
* Learn the process of international negotiations from pre-negotiation preparation to “endgame”.
* Learn how to choose and apply negotiating tools

**Day One: Wednesday, September 28**

**[Focus of the Day]**

**7:30 – 8:00 AM Program Registration and Breakfast**

**8:00 – 8:15 Welcome and Introduction to the Program**

**8:15 – 9:30 Why negotiate?**

**Why is negotiations difficult?**

**9:30 – 9:40 Break**

**9:40 – 10:40 Understand the differences between cross-cultural international negotiations and traditional negotiations**

**10:40 – 10:50 Break**

**10:50 – 11:30 Understanding International Conflict Resolution Negotiations**

**11:30 – 12:20 Lunch**

**12:20 – 12:45 The Negotiating Process**

**12:45 – 1:30 Conflict Resolution Procedures (CPC)**

**1:30 – 1:40 Break**

**1:40 – 2:40 Impasse and Managing Difficult Situations**

**2:40 – 2:50 Break**

**2:50 – 3:50 The Negotiation Tools**

**3:50 – 4:00 Break**

**4:00 – 4:30 Review and Reflection**

**4:30 – 5:30 Post-Program Networking with Colleagues and Faculty** *(optional)*

**Day Two: Thursday, September 29**

**[Focus of the Day]**

**7:30 – 8:00 AM Program Registration and Breakfast**

**8:00 – 8:15 Review of Learning Outcomes from Day One 1**

**8:15 – 9:30 Alternative Dispute Resolution (ADR) and Peacebuilding**

**9:30 – 9:40 Break**

**9:40 – 10:40 Cultural Intelligence**

**10:40 – 10:50 Break**

**10:50 – 11:30 Regional Cultural Understanding**

**11:30 – 12:20 Lunch**

**12:20 – 1:30 Case Study 1: Village Stability Operations - Guest Speaker**

**1:30 – 1:40 Break**

**1:40 – 2:40 Case Study 2: Iran Nuclear Deal Negotiations – Guest Speaker**

**2:40 – 2:50 Break**

**2:50 – 3:50 Application and Practice of Processes - Practice Your Negotiation Skills**

**3:50 – 4:00 Break**

**4:00 – 4:30 Course Overview and Wrap-Up**

**4:30 – 5:30 Post-Program Networking with Colleagues and Faculty (optional)**