
INTERNATIONAL SECURITY AND COOPERATION

NEGOTIATION I: NEGOTIATING DECISIONS

2 days

CC0473

This course will help participants to establish their personal orientation to negotiating decisions and will familiarize them with the dynamics of group decision-making processes within DFAIT, and with similar decision-making processes involving DFAIT and other government departments.

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

- employ systematic analysis for the establishment of priorities and preferences, and the assessment of tradeoffs among decision options;
- understand integrative bargaining and how to use its various strategies;
- understand different influence tactics and how to apply them;
- apply rational decision protocols to group decision making situations;
- achieve rational decision outcomes that optimize the interests of the various participants in intra- and inter-departmental negotiated decisions.

Population: All new entry-level officers; all rotational and non-rotational employees who require this specialized training for their jobs

Mode of Delivery: Classroom

NEGOTIATION II: BILATERAL NEGOTIATION

2 days

CC0472

This advanced course is designed to provide participants with the knowledge and skills to recognize the impact of different types of negotiation on a working relationship and to select and develop an effective negotiation plan. They will also acquire the abilities required to initiate, conduct and conclude mutually acceptable negotiations; and get practice in the use and recognition of strategies, tactics, ploys and counters in negotiation.

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

- recognize and operate in the various stages of the negotiating process;
- develop appropriate positions for Canada based on negotiating mandates;
- avoid decision-making biases to optimize Canadian interests;
- estimate the presence and parameters of a zone of potential agreement in the negotiations;
- develop strategic and tactical plans for negotiating;
- manage the pattern and pacing of the concession-exchange negotiations process;
- develop appropriate responses for dealing with non-cooperation.

Prerequisites: Negotiations I: Negotiating Decisions

Population: All rotational and non-rotational employees who require this specialized training for their jobs

Mode of Delivery: Classroom