

HUMANITARIAN NEGOTIATIONS

Humanitarian negotiations with relevant actors in conflict settings are necessary to get access to affected populations and to start or continue humanitarian services.

In four online sessions, participants will understand the importance of negotiating skills and develop a good understanding of the major steps of a negotiation process. They will learn how German and international NGOs can support their local partners in frontline negotiations. The training addresses HQ staff of German NGOs involved in humanitarian operations.

The four online sessions will take place on two consecutive days. Between the sessions, participants will be involved in individual work and group exercises. Reading materials will be provided before and after the training. Participants are also welcome to take part in individual online coachings after the training.

The training will be conducted by Guillaume Noailly from the French NGO “Bioforce”. Guillaume has been working as humanitarian in emergency contexts and complex crises since 2010. He has been accredited as trainer by International NGO safety (INSO) and Norwegian Refugee Council (NRC).

Participation is free of charge. The number of participants is limited. The training will be in English.

WHEN?

Tuesday, 7 July 2020,
9 am – 11 am and
2 pm – 3:30 pm and
Wednesday, 8 July 2020,
9 am – 11 am and
2 pm – 4 pm

WHERE?

Online

REGISTRATION

Please register by sending an e-mail to k.kraehling@venro.org until 22 June 2020.

CONTACT

Karoline Krähling
k.kraehling@venro.org
Telephone: 030/2 63 92 99-28

PROGRAMME

Session 1, 7th July 2020

9:00 **Welcome**
Logistics & training objectives

9:30 **Definitions**
Pair discussion + presentation

10:00 **Negotiation process**
Puzzle and debriefing

10:45 **International Legal Framework**
Discussion & presentation

11:00 **End of online session**

11:00 –
12:30 **Context-problem analysis**
Individual work

Session 2, 7th July 2020

14:00 **Context analysis tools**
Discussion

14:30 **Conflict iceberg**
Presentation

15:00 **Exploring motivations, communication tools**
Discussion

15:30 **End of online session**

15:30 –
16:30 **Communication tools**
Binomial exercise

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Session 3, 8th July 2020

9:00 **Negotiation objectives + options**
Presentation

9:30 **12 Principles of Negotiations**
Presentation

10:30 **Influencing techniques**
Discussion and presentation

11:00 **End of online session**

11:00 –
12:30 **Negotiation simulation - in groups**

Session 4, 8th July 2020

14:00 **Build a conducive environment for negotiations**
Brainstorming and presentation

14:45 **Individual action plan, introduction of coaching phase**

15:45 **Closing of the training**

16:00 **End of online session**
