

# HUMANITARIAN NEGOTIATIONS IN PRACTICE

Implementing humanitarian projects means constant negotiations on the ground to obtain access to project regions or to receive permits for starting or continuing projects. Negotiation situations are diverse, be it with local or national authorities, armed groups or at borders or road checkpoints.

Participants will learn and practice how to carry out humanitarian negotiations and explore the following questions: Who is responsible for planning humanitarian negotiations and who conducts them? How are humanitarian negotiations planned? Which negotiation methods and strategies are relevant for humanitarian professionals? How to apply them? After the seminar, individual coaching sessions are offered.

The training is directed at staff of German humanitarian NGOs that are working in country as well as staff of partner organisations. Ideally, they are or will be responsible for negotiating access or protection issues.

The seminar will be facilitated by Olivier Baconnet from [Bioforce](#). Throughout his career, Oliver has been conducting humanitarian negotiations in many different contexts. Since 2015, Olivier has been working as a consultant and trainer in the field of security and humanitarian access.

The sessions will be in English. Participation is free of charge. Given that the number of participants is limited, we kindly ask you to fill in the corresponding information in the registration form. We will inform you about your final admission after the registration deadline.

## WHEN?

Wednesday, 23 March,  
Thursday, 24 March and  
Friday, 25 March 2022

8:30 am – 4 pm CET each

## WHERE?

Online (Zoom)

## REGISTRATION

Please register [↘ here](#) until  
25 February 2022.

## CONTACT

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## PROGRAMME

Participants will receive a detailed schedule before the start of the training.

### Day 1: Wednesday, 23 March 2022

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8:30 am – You will get an overview on **the international legal framework** and on the **negotiation process** and learn  
4:00 pm about **context and problem analysis tools** as well as  
CET **tools for communication and questioning.**

### Day 2: Thursday, 24 March 2022

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8:30 am – You will have a closer look at **negotiation objectives and**  
4:00 pm **options** and influencing techniques and engage in  
CET **negotiation simulation** exercises.

### Day 3: Friday, 25 March 2022

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8:30 am – You will focus on **principles of negotiations, red lines**  
4:00 pm **and dilemmas**, discuss how to build a **conducive**  
CET **environment for negotiations** and how to **deal with**  
**difficult interlocutors.**

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The seminar is part of a joint project of the Institute for International Law of Peace and Armed Conflict (IFHV) of Ruhr-University Bochum and VENRO. It is financially supported by the German Federal Foreign Office.