

Training Programme

INTERNATIONAL TRADE NEGOTIATIONS

This training integrates the theory and practice of international negotiation and international trade. It combines the best of online and in-classroom learning, culminating in a live trade negotiation simulation. The training includes technical area expertise on the process and substance of international trade and investment negotiations with the key “at the table” and preparatory skills required for effective diplomacy.

Impact. At the end of the programme participants:

- have gained enhanced knowledge of negotiation theory;
- have advanced their personal negotiation skills;
- are aware of the dynamics of international negotiations, including its key challenges;
- have practiced with tools and techniques to manage these challenges; and
- have gained a thorough understanding of key substantive issues in international trade and investment agreements.

The simulation is based on a real-world trade negotiation featuring Norway and a range of other European (EFTA) and non-European countries. It addresses the complexity of trade negotiations as well as the challenges of negotiating across cultures, sectors, and hierarchy levels. Participants are provided with individual coaching and support throughout the simulation.

Training elements

The training consists of:

- 1,5 days of live online sessions (3 x half a day)
- 3 days of live on-site training at the Grand Hotel Åsgårdstrand
- 8 hours in flexible preparatory work through the NPS Learning Platform

Who is the training for?

Public sector professionals working in the field of international negotiation, (economic) diplomacy, international relations, trade and investment policy, or with an interest to move into these fields in the future. In addition, civil society and business sector professionals with an interest in negotiation theory, negotiation practice and international relations may apply. The course will be held in English.



Dates & Costs

Online sessions:

3, 7 and 10 June 2022 (9 am – 12 pm)

On-site sessions:

13, 14 and 15 June 2022 (ends after lunch)

Participation fee: € 2.450,-

The fee includes all learning materials, 2 overnights, breakfast, lunches and dinners at the Grand Hotel Åsgårdstrand, including bus transport between Oslo and the hotel.

The NPS Team

The Negotiation & Public Service (NPS) is a network of expertise on international negotiation. NPS brings together high-level professional field experience “at the table” with the most senior expertise in negotiation training and coaching.

NPS experts Stefan Szepesi, Lars Erik Nordgaard and Jorild Skrefsrud form the instructor team for this training. In addition, visiting experts from the NPS network provide guest lectures. All participants have access to the NPS Learning Platform, an online tool that optimizes learning, preparation and interaction.



Contact:

For registration, please visit <https://www.negotiationandpublicservice.co/registration-trade>

For further information, please contact:

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