Call for Proposals

Training Design & Delivery on the Topic of Climate Negotiations and Public Diplomacy

October/November 2021 | Online

Overview

The ASEF Public Diplomacy Training (ASEFPDT) combines participatory online learning and face-to-face interactions facilitated by public diplomacy experts and trainers. The modules are designed to keep participants abreast of new developments in the field through peer-to-peer learning, analysing case studies and designing strategic campaigns.

ASEFPDT Alumni are encouraged to apply the practical skills they acquired through the online course and the face-to-face training in their work to increase foreign and domestic publics’ awareness of the ASEM Process and ASEF.

Since its inception in 2013, ASEF has co-organised 8 tutored online courses and 7 face-to-face trainings held in Geneva (Switzerland), Kuala Lumpur (Malaysia), Bangkok (Thailand), The Hague (Netherlands), Jakarta (Indonesia), Vienna (Austria) and Phnom Penh (Cambodia). In addition, due to the ongoing COVID-19 pandemic, the ASEFPDT Workshop Series was implemented in the first quarter of 2021 in lieu of the face-to-face training.

More than 300 participants from 52 Asia-Europe Meeting (ASEM) Partners have benefitted from the Training.

This project is in partnership with the Federal Department of Foreign Affairs of Switzerland and is partially funded by the Ministry of Foreign Affairs of the Netherlands.

Call for Proposals

The ASEFPDT organisers are seeking a training organisation to design and deliver an online workshop on International climate and trade negotiations, with particular focus on how public diplomacy can influence negotiating outcomes.

The aim of the Virtual Public Diplomacy Negotiations Workshop is to:

I. Provide participants with an online training platform to learn about diplomatic negotiations on climate and trade at the international level;

II. Elevate the discourse on climate and trade diplomacy among ASEM diplomats as well as civil servants and civil society representatives;

III. Train participants on the fundamentals of climate diplomacy (i.e. influencing public opinion on climate, prioritising climate action bilaterally and multilaterally, promoting diplomatic dialogues) and how it is linked to the broader topic of trade and development;
IV. Equip participants with the necessary tools, concepts and strategies that are essential for the preparation and execution of diplomatic negotiations (physical and virtual);

V. Provide participants an in-depth virtual training opportunity on bilateral and multilateral diplomatic negotiations (i.e. UNFCCC, COP);

ASEF and the training organisation will agree on the programme content.

Important: The training organisation must be an established organisation and registered in an ASEM country.

Role: Training Organisation
Training date(s): October/November 2021 (exact dates tba)
Location: Online
Time frame: August – December 2021 (preparation, implementation, reporting)

The training organisation is expected to:
- Design the training programme, curriculum and materials, in consultation with ASEF;
- Coordinate and deliver a training for maximum of 20 hours, including 3-4 days of live teaching for approximately 9 - 12 hours. The live sessions should cover an introductory session, breakout sessions and a closing ceremony;
- Prepare a training report (between 10 and 20 pages);
- Prepare a post-training assessment survey, analysis of which should be included in the report;
- Provide an Online Learning Platform (OLP);
- Provide (at least) 2 expert trainers in the field of Diplomatic Negotiation;

We encourage interested training organisations to prepare or develop any follow-up activity to commit participants to an action after taking the course.

Refer to the annex for further details.

Candidate Requirements

The candidates are required to have the following qualifications:
- Proven experience in designing and delivering trainings on diplomatic negotiations, specifically in the areas of environment, climate change and/or trade;
- Experience in diplomatic negotiations methodology and facilitation, and utilising mixed methodology in the design and delivery of trainings;
- Experience of conducting trainings for CSOs, governments, and/or inter-governmental organisations;
- Qualifications in diplomatic negotiations or related studies;
- Up-to-date knowledge on international and regional climate and trade regimes
- Registered and located in an ASEM country;
- Familiarity with the ASEM process, and Asia-Europe relations in general;
- Strong communication, facilitation and inter-personal skills including tact and cultural sensitivity; able to work with a diverse group of participants;
- Proactive and flexible;
- Able to work with an international team;
- Fluency in written and spoken English with strong writing skills to prepare a final training report;

**Deadline & Contact Details**

Queries, CVs, cover letters, and proposals (refer to the accompanying form) should be emailed to Mr Simon PIOLDI and Ms Trishia OCTAVIANO at pol.econ@asef.org and copy Dr Yannick BINEAU at yannick.bineau@asef.org. Expressions of interest must be received by 23h59 (Singapore time) on **Wednesday, 14 July 2021**.
Annex 1: Training Design & Delivery on the General Topic of Diplomatic Negotiations

Role: Trainer (Training Organisation)
Start Date: October/November 2021
Location: Online
Time frame: 5 months (preparation, implementation and reporting)
Coordination: Project Team, Governance & Economy Department, Asia-Europe Foundation (ASEF)

1. Main Thematic Areas of the Training
For the 2021 edition of the ASEFPDT Diplomatic Negotiations Workshop, ASEF intends to expand the workshop curriculum by focussing on current themes that help shape international negotiations:

1.1 Public Diplomacy
Public diplomacy involves strategies and activities aimed at influencing both the foreign and domestic public, understanding their attitudes towards foreign policy and shaping their views on related issues. These efforts help establish a dialogue across borders that improves understanding of each other, and shapes more positive perceptions of a country’s foreign policy priorities or an organisation’s international relations.

The study of Public Diplomacy lays the foundation for the ASEFPDT Project Series and shall serve as the main building block for the Diplomatic Negotiations Workshop. Combining the concepts and strategies of how to successfully lead public diplomacy campaigns, with the topic of Climate and Trade Diplomacy, participants will be able to expand their skilset for future bilateral and multilateral negotiations.

1.2 Climate Diplomacy | Climate Negotiations
One of the most heavily debated topics in recent years is climate change treaties emanating from protracted international negotiations at the UN level. Since the adoption of the United Nations Framework Convention on Climate Change (UNFCCC) in 1992, practising climate diplomacy and training in climate negotiations have increasingly become significant components of various training programmes for diplomats. The Paris Agreement ratified in 2015 can be seen as the culmination of climate negotiations from the past decades.

Establishing strategic partnerships with the business community and the civil society is critical to achieving the goals of the Paris accord. Public diplomacy can advance the international climate goals by raising public awareness and shaping public opinion at local and national levels.

1.3 Trade Diplomacy | Trade Negotiations
Despite the potential for trade-climate synergies, historical evidence shows that Free Trade Agreements (FTAs) have increased trade in carbon-intensive and environmentally destructive products, more than it has for environmentally friendly goods. Experts point at the potential for FTAs to shrink the “policy space” available to countries to pursue environmental goals. The trade-climate negotiations of the future will be compelled to overcome this gridlock by finding sustainable solutions.

It is precisely in these circumstances that the role of the diplomat as coordinator, shaper, and negotiator gains in significance. The tasks of the modern diplomat of the 21st century are evolving faster than ever. Diplomats of the future will have to be trained in new methods and strategies of climate diplomatic negotiations which often coincide with trade negotiations.

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2. Training Objectives
The objectives of the Diplomatic Negotiations Workshop are to increase participants’ knowledge on diplomatic negotiations in the context of Asia and Europe, as well as to provide practical guidance on new negotiations strategies.

Through the training, participants will:
- Learn new bilateral and multilateral negotiations strategies with special focus on international climate negotiations;
- Learn how non-state actors can influence negotiating outcomes through public diplomacy;
- Familiarise with tools, concepts and methodologies that are essential for each negotiation stage;
- Practice to overcome challenging situations related to international relations and politics;
- Obtain an in-depth perspective on potential dynamics that affect trade and climate negotiations at international level.

3. Methodology & Training Curriculum
The Training Organisation will propose a detailed methodology for the curriculum, which will be finalised in consultation and agreement with the ASEFPDT Team. The workshop’s main purpose is to complement the overall ASEF Public Diplomacy Training objectives.

The virtual workshop will be held for maximum of 20 hours, including 3–4 days of live teaching for approximately 9–12 hours. The live sessions should cover an introductory session, breakout sessions and a closing ceremony. It will be led by the Trainer along with 2-4 speakers/trainers from Asia and Europe (all from ASEM Partner countries). Each speaker/trainer is required to have at least 15 years of professional experience relevant to the workshop programme.

The workshop can be a mix of lectures, simulations and hands-on exercises. The Trainer will be required to develop the course outline and the activities to guide the participants through the workshop. The workshop will consist of maximum 12 hours of live teaching and approximately 6-8 hours of offline assignments, which will help participants to prepare for the next interactive online session. These work hours can be adjusted depending on the assessed needs of the participants.

The workshop should include at least 2 simulations as well as an introductory lecture on the historical evolution of international climate agreements and climate diplomacy at the United Nations (UN) level.

The Trainer must guarantee that at least 75% of its proposed speakers, trainers and panellists can commit to the event. It is expected that the proposed names are in close association with the Trainer.

Speakers must be experts on the topics and must be comprised of Asians and Europeans from ASEM Partner countries. The final set of speakers will be jointly selected by the Trainer and ASEF.

The Trainer must provide advance readings and exercises so that participants can prepare for the training. ASEF will share a copyright claim over the learning materials that will be specifically developed for this training.
Training organisations that can draw up a curriculum which combines and focusses the concepts and theories of Public Diplomacy, Trade and Climate Negotiations into one workshop will be favoured.

4. Training Participants
The training will be targeted at 15-20 early to mid-career diplomats (3–10 years relevant work experience) from across the ASEM Partners.

ASEF will launch the call for participation, shortlist and select the participants based on their experience and suitability for the training.

5. Tentative Timeline
Below is the overall timeline of the training, which is still subject to changes.

<table>
<thead>
<tr>
<th>June 2021</th>
<th>Launch of the Call for Proposals</th>
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<tr>
<td>July 2021</td>
<td>Selection of training organisation</td>
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<td>July – August 2021</td>
<td>Workshop Programme, curriculum &amp; materials finalised</td>
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<tr>
<td>October - November 2021</td>
<td>Delivery of workshop (3-4 days of live sessions with preparatory programme)</td>
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6. Financial Arrangements
All costs including the curriculum costs, trainers’ and speakers’ must be included in the training proposal.

7. Procedures & Logistics
Regular emails, phone calls or meetings (depending on location) will be set up between the Trainer and ASEF to discuss the detailed work plan, training preparations and follow-up.

8. Outputs
- Training curriculum and materials produced by the Trainer
- Certificate of completion
- Training report (10-page narrative) and assessment survey prepared by the Trainer at the end of the training (maximum of 20 pages in total).
9. Contracting Arrangements
ASEF is commissioning the training and will contract the Trainer and coordinate with all relevant stakeholders.

10. Confidentiality
All unpublished information transmitted between the ASEF and the Trainer shall not be published or disclosed to a third party without the prior written consent of ASEF. In addition, no publicity is to be given to the training without the prior consent from ASEF.