



**9<sup>th</sup> ASEF Public Diplomacy Training (ASEFPDT9)**  
Virtual Workshop on Climate Change  
Negotiations & Public Diplomacy

# About #ASEFPDT9 Workshop

This workshop integrates theory, exercises and interactive learning on public diplomacy within the framework of two highly topical themes: trade and climate negotiations and the nexus between them. It combines practitioners with decades of high-level “at-the-table” experience (visiting speakers) with some of the most seasoned negotiation trainers who hold at-the-table experience as well.

- Sessions 1 & 2: Monday, 15 November and Thursday, 18 November 2021
- Session 3: Monday, 22 November 2021
- Sessions 4, 5 & 6: Monday, 29 November, Wednesday, 1 December and Thursday, 2 December 2021

To apply, please fill out the application form and upload your CV through this link:

[https://asiaeuropefoundation.formstack.com/forms/asefpdt\\_workshop](https://asiaeuropefoundation.formstack.com/forms/asefpdt_workshop)

The Asia-Europe Foundation will deliver this workshop with Negotiation and Public Service based in The Netherlands.



# Framework & Methodology

The online training consists of 6 live sessions (and 6 modules in the LMS):

- Basic Principles of Diplomatic Negotiation
- Preparation and Sequencing
- Power and Alternatives
- Public Diplomacy and the Two-Level Game
- Multilateral Negotiations
- Climate Negotiation Simulation

# **Basic Principles of Diplomatic Negotiation**

This module deals with the basics of negotiation in international affairs. The module covers the role of relationships, trust, verification, position and interests, criteria for distributing value, creativity and joint problem solving. We discuss these aspects within the framework of climate negotiations and further explain the set-up of the multiparty simulation we will run in the last session, in module 6.

## FRAMEWORK & METHODOLOGY II

# Preparation and Sequencing

The theory in the second module covers preparing for an international negotiation in different scenarios: from 3 years to 3 days to 3 hours and 3 minutes of preparation time. Participants learn to structure a negotiation in different phases and learn about the importance of stakeholder analyses and the role of actors that are not directly at the table (e.g. industry organisations, trade unions, civil society groups, parliamentarians and alike) and the role public diplomacy has to play, alongside formal negotiation processes. In the live session, participants will practice an actual (simplified) bilateral trade negotiation.

The guest speaker in this live session, **Dmitry Grozoubinski**, will address trade negotiations at the WTO and how, against the backdrop of reports showing the potential negative impact of trade liberalization on CO2 emissions, the challenge of the climate crisis has started to directly impact the dialogue on a rules-based international trading system (WTO and FTAs).

# Power and Alternatives

In the third module participants read about, practice and discuss the role of power in negotiations, including subjective and objective aspects of power and the concept of BATNA (best alternative to a negotiated agreement). The guest speaker in this live session, **Karl Falkenberg**, will address the role of the EU as the largest global economic actor and specifically its role in setting or revising standards on trade and climate, and leading the debate on whether and how trade rules can expand the policy space to pursue climate goals.

## FRAMEWORK & METHODOLOGY IV

# Public Diplomacy and the Two-Level Game

The fourth module makes the connection between diplomatic negotiation and public diplomacy. In negotiation theory, the two-level game is a key concept describing the dynamics between the front (official) table and the plethora of “back tables” that negotiators sit at or have to deal with indirectly. Public diplomacy is one avenue to directly connect to the back tables of the other party/parties. To what extent can they be used in trade and climate talks? Is there a best practice of public diplomacy that can be applied by negotiators? What are the risks that should be taken into account?



# Multilateral Negotiations

Multiparty negotiations differ significantly from bilateral talks. In this fifth module we will cover the main theoretical and practical differences between them, including at the level of strategy and individual skills. The guest speaker in this live session, **Dian Phylipsen**, is a veteran of COP negotiations on climate (since 1995). She will give an introduction to key negotiation aspects and dynamics in the context of the UNFCCC, including carbon trading mechanisms as implemented in the EU and in the wider framework of the Paris Agreement. This fifth live session is also the preparatory session for the simulation in session six. The trainers will use part of this session to ensure the logistics (and role division) of the last session are clear and to allow participants to do part of their preparation with potentially like-minded players.



# Climate Negotiation Simulation

The sixth session is between 1 and 2 hours longer than the first five sessions in order to play a multi-party climate negotiation simulation. The simulation will concern one key agenda item of the COP26 (and beyond) negotiation context, namely: Finalising controversial points of the Paris climate agreement's Article 6, regarding mitigation efforts via a carbon trading mechanism. Participants will prepare in advance (through the NPS learning management system) for their role, inter alia with a set of general instructions and an individual mandate. On the training day itself, participants will simulate a negotiation session between the 10-12 most important parties at the UNFCCC and will try to reach consensus on the proposed agenda item(s).

The simulation includes a live debriefing with the two trainers on key strategic, tactical and behavioral dynamics during the negotiations. In case there are more participants than roles for the simulation, the trainers will assign certain roles to teams of 2 negotiators.



# Session Information

In sync with the training format, virtual channels in negotiation (videoconferencing, phone, email and direct messaging) are a theme weaved through all modules. Before live sessions, participants engage online with brief summaries on theory (through video and written content) and in discussions with one another in the NPS learning management system (LMS).

In the live sessions, the emphasis is on practice and interactive exchange of experiences between participants and trainers. In addition, three visiting NPS experts with at-the-table experience, are added to the live sessions to provide an insight into practice at the highest levels.

**NPS TRAINER**

# Stefan Szepesi

Stefan Szepesi is the founder of Negotiation & Public Service. His practitioner experience “at the table” includes international trade talks for the EU and negotiations on the Middle East Peace Process for the Middle East Quartet, formed by the UN, EU, US and Russia. Earlier in his career he researched and published on EU external trade negotiations for the think tank ECDPM. Stefan has trained diplomats, civil servants, social entrepreneurs and nonprofit leaders from a variety of backgrounds on negotiation and is a member of the Program On International Negotiation Training (POINT). He is the author of case studies and negotiation simulations and as a member of Speaker's Academy speaks on negotiation and cooperation challenges in international and domestic public policy.

Educated as an economist (MSc, Maastricht University) and public policy professional (MPP, Princeton University), Stefan followed his own negotiation master classes at the Harvard Negotiation Institute. For five years he ran the Abraham Path Initiative, a project hosted at the Harvard Program on Negotiation (PON), working closely with Getting to Yes co-author and PON co-founder William Ury. Stefan is senior advisor at WesselinkVanZijst.



**NPS TRAINER**

# Frans Schram

Frans Schram has over 15 years of experience in negotiation, mediation, intercultural dialogue and diplomacy. As a trainer, facilitator or coach he regularly provides services to a wide range of public sector organisations (EU, Foreign ministries, international organisations), academic institutions, Resistance/Liberation movements, NGOs and occasionally private sector companies. He has advised political negotiation and mediation processes in Afghanistan, Chile, Colombia, Myanmar, Spain and Turkey, and has conducted hundreds of negotiation training seminars in over 30 countries worldwide. His training and research focus lies predominantly with diplomatic and EU negotiation processes. Before starting his own company he had worked for the Berghof Foundation in Berlin, the ESSEC business school in Paris/Brussels, the Clingendael Institute in the Hague, the European Commission in Brussels and the Dutch embassy in Colombia.

Frans holds a MA in Dutch, European and International Law from the University of Maastricht, the Universidad Autónoma in Madrid and the Stellenbosch University in South Africa. He currently serves as Chair of the Program On International Negotiation Training (POINT).

**NPS VISITING EXPERT**

# Karl Falkenberg

Karl Falkenberg has 40 years of international negotiation experience for the European Commission (EC). Karl has been involved at the most senior level of international environmental and trade negotiations. In 1990, he served as foreign policy advisor to EC President Jacques Delors, with particular focus on the German unification process.

Following this, he was in charge of the GATT Uruguay Round trade negotiations and the institutional set-up up of what became WTO. Subsequently, he coordinated all WTO negotiations for the EU (1997-2001) and in 2001 he was appointed Director in charge of sectoral trade policies and bilateral trade relations with North America, Japan, the Mediterranean area and the African, Caribbean and Pacific countries. From 2005 to 2008 he coordinated all EU bilateral trade policies as Deputy Director General. In January 2009, he took up the position of Director General of DG Environment, covering the EU's environmental policy in both its domestic and international dimensions, including climate change.

Karl Falkenberg is a trained economist and journalist. He lectures as a visiting professor in international trade, environment and sustainability at St Antony' College in Oxford, the London School of Economics, the College d'Europe Natolin, the Universita di Parma and the Colegio de Mexico.

**NPS VISITING EXPERT**

# **Dian Phylipsen**

Dian Phylipsen is an international climate change expert with more than 25 years of experience in the areas of international energy and climate change policies. She has been a member of, and advisor to, the Dutch climate negotiating delegation at various occasions and has participated at the yearly COPs since 1995. She currently works as a Senior Associate Climate Change at SQ Consult and is a leading expert on carbon pricing instruments, include emissions trading in the EU and around the world. She also serves as a member of Climate Strategies, the Roster of Experts for the World Bank Partnership for Market Readiness and the Climate and Development Knowledge Network and the Dutch Expert Group on Climate and Markets, as well as reviewer for the UNFCCC CDM and the IPCC.



**NPS VISITING EXPERT**

# Dmitry Grozoubinski

Dmitry Grozoubinski is the founder and lead trainer of ExplainTrade.com, and a Visiting Professor at the University of Strathclyde's Faculty of Law. He delivers training in trade policy and negotiation strategy to government officials, students and the private sector. He has trained the next generation of the United Kingdom's trade negotiators for the Department of International Trade and the Foreign and Commonwealth Office, senior lawyers and partners at top tier law firms, and the civil services of Scotland and Northern Ireland. He specialises in condensing and making accessible for a general audience, issues of vast complexity and doing so in fast, fun sessions.

He previously served as a diplomat and trade negotiator with the Australian Permanent Mission to the World Trade Organization, and as a Policy Officer at the Australian Department of Foreign Affairs and Trade. He was a negotiator at the 11th WTO Ministerial Conference, UNCTAD's 14th Quadrennial Conference and on the Trade in Services Agreement. Previously, he worked as a trade consultant in Melbourne, Australia and taught at the Monash University Graduate School of Business. A respected commentator, he has been quoted on trade and Brexit issues in the New York Times, Washington Post, BBC News and The Economist.



THE ORGANISER

# Asia-Europe Foundation

The Asia-Europe Foundation (ASEF) promotes understanding, strengthens relationships and facilitates cooperation among the people, institutions and organisations of Asia and Europe. ASEF enhances dialogue, enables exchanges and encourages collaboration across the thematic areas of culture, education, governance, economy, sustainable development, public health and media.

ASEF is an intergovernmental not-for-profit organisation located in Singapore. Founded in 1997, it is the only institution of the Asia-Europe Meeting (ASEM).

ASEF runs more than 25 projects a year, consisting of around 100 activities, mainly conferences, seminars, workshops, lectures, publications and online platforms, together with about 150 partner organisations. Each year over 3,000 Asians and Europeans participate in ASEF's activities, and much wider audiences are reached through its various events, networks and web-portals.

For more information, please visit [www.ASEF.org](http://www.ASEF.org)

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