



9th ASEF Public Diplomacy Training

Virtual Workshop on Climate Change Negotiations & Public Diplomacy

Programme

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

Module I Basic Principles

15 November 2021 – Central European Time

Learning Goals

- ✓ **Understanding of basic (diplomatic) negotiation dilemma's & basic (MGA) negotiation principles**

Block 1 9:00-9:45

- Opening (formal ASEM/ASEF)
- Interactive introductions
- Participants exchange learning goals

Block 2 9:45-11:15

- *Negotiation Exercise I*
- 4 universal negotiation dilemma's & 4 principles

Block 3 11:00-12:00

- Definitions acceptable and good deals
- Virtual Negotiation Quiz
- Notes on Session 2 and preparation in LMS

Module II Preparation & Sequencing

18 November 2021 - Central European Time

Learning Goals

- ✓ **Understanding of basic (diplomatic) negotiation (continued; 4 more principles);**
- ✓ **Understanding the importance of preparation;**
- ✓ **Structuring different negotiation phases and distinguish between integrative and distributive aspects of diplomacy;**
- ✓ **Getting an insight into the practice of one diplomatic negotiation arena**

Block 1
9:00-10:30

- *Negotiation Exercise II*
- 4 additional universal negotiation dilemma's & 4 principles
- Basics of sequencing

Block 2
10:30-12:00

- Preparation for Trade Negotiations
- Mini-lecture and Q&A Dmitry Grozoubinski
- Nexus of Trade & Climate with Dmitry Grozoubinski

Module III
Power & Alternatives

22 November 2021 - Central European Time

Learning Goals

- ✓ **Understanding the role of power & BATNA as its prime source**
- ✓ **Understanding dilemma's around power**
- ✓ **Getting an insight into the interconnection of diplomatic negotiation arenas**

Block 1
9:00-10:30

- *Negotiation Exercise III*
- Discussion on power
- Negotiation theory on power

Block 2
10:30-12:00

- Mini-lecture and Q&A Karl Falkenberg
- Leveraging Public Diplomacy in trade and climate with Karl Falkenberg

Module IV
Public Diplomacy & the Two-level Game
29 November 2021 – Central European Time

- Learning Goals**
- ✓ **Knowing in what fundamental ways public diplomacy efforts and diplomatic trade and climate negotiations interact with one another**

Block 1
9:00-10:45

- *Negotiation Exercise IV*

Block 2
10:45-12:00

- Mini-lecture and Q&A Public Diplomacy
- Introduction Multiparty Climate Simulation

Module V
Multilateral Negotiations

15 December 2021 – Central European Time

- Learning Goals**
- ✓ **Have gained new skills to steer a negotiation process**
 - ✓ **Have gained a valuable negotiation experience through a 4-5 hour climate negotiation simulation exercise with their colleagues**

Block 1
9:00-10:15

- Mini-lecture and Q&A Climate Negotiations with Dian Phylipsen
- Additional instructions and preparation for simulation

Block 2
10:15-12:00

- *Part I of Simulation*

Module VI Simulation (continued)

2 December 2021 – Central European Time

Learning Goals

- ✓ Have gained new skills to steer a negotiation process
- ✓ Have gained a valuable negotiation experience through a 4-5 hour climate negotiation simulation exercise with their colleagues

Block 1 9:00-11:15

- Part II of Simulation

Block 2 11:15-12:00

- Debriefing simulation in breakout and plenary sessions

Closure

12:00-13:00

- Learnings & Evaluation
- Closure