

Diplomatic Negotiation Action



ASIA-EUROPE
FOUNDATION



DIPLOMATIC
NEGOTIATION
ACTION

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Ministry of Foreign Affairs
Republic of Poland

18–22 MAY 2026 | WARSAW, POLAND

Diplomatic Negotiation Action



Information on DNA

The ASEF Diplomatic Negotiation Action (DNA) is a four-day training programme on diplomatic negotiations, building on ASEF's successful [Public Diplomacy Training \(ASEFPDT\)](#) and responding to the growing need for effective negotiation capacities in today's complex and interconnected global landscape. Diplomats rely on negotiation to build trust, find common ground, and address critical global issues such as trade, climate change, peacebuilding, and sustainable development. Since 2013, ASEF has delivered extensive capacity-building programmes across Asia and Europe, reaching over 400 diplomats and civil servants. Building on this experience, the Diplomatic Negotiation Action (DNA) is launched as ASEF's pioneering training dedicated to diplomatic negotiation skills.



Objectives of the Training

The primary objective of the programme is to strengthen participants' strategic thinking and diplomatic negotiation capacities by equipping them with essential negotiation concepts and practical tools for effective diplomatic engagement. Participants will engage with expert trainers and experienced negotiators from across Asia and Europe.

Upon completion of the programme, participants are expected to:

- Demonstrate a solid understanding of fundamental negotiation concepts for diplomatic engagement.
- Identify and analyse key negotiation elements and dynamics.
- Recognise and effectively manage bargaining tactics.
- Build and sustain trust and professional relationships in negotiation processes.
- Understand the potential application of AI tools in negotiation preparation and decision-making
- Expand professional networks among Asian and European diplomats, fostering the exchange of experiences and promoting deeper mutual understanding of Asia–Europe relations.



Structure and Content

18-22 May 2026, Warsaw, Poland

Pre-Training - Online Session (5 May 2026)

A pre-training session is tentatively scheduled on 5 May 2026, prior to the face-to-face training in Warsaw, Poland. The training will last about 2 hours.

This live class meeting is where trainers and participants will meet for the first time prior to the in-person meeting to Introduction to the basic principles behind the Harvard school of Mutual Gains Approach MGA negotiation approach.

Face-to-Face Training (18–22 May 2025, Warsaw, Poland)

The Face-to-face training functions as an intensive skills-oriented module that focuses on the practical interaction between the selected participants. This 4.5-day training component will allow participants to expend the knowledge and introduce them to new facets of diplomatic negotiation through expert presentations. Along with the in-person networking opportunities with their training peers, participants will also have a chance to learn more about Poland's culture and diplomacy.

The programme will include an additional module on the application of AI tools in the negotiation process, enabling participants to understand the use of AI in negotiation contexts through case studies that examine both the potential advantages and associated risks.

Post-Training

Following the training, two key surveys will be administered as integral components of the programme. Participants will be requested to complete one survey at the conclusion of the training, and a follow-up survey three months after the training in order to measure its impact and participants' learning progress.

Completion of all surveys and training components will be required of all participants.



Profiles of Participants

TARGET PARTICIPANTS (20-30 participants)

- Early- to mid-career diplomats working in departments dealing with Asia, Europe, or Asia-Europe Meeting (ASEM) affairs within Ministries of Foreign Affairs (or their equivalents) of ASEM Member countries;
- Early- to mid-career diplomats posted by ASEM Members to other ASEM Member countries; and/or
- Early- to mid-career diplomats engaged in bilateral and/or multilateral processes relevant to Asia-Europe relations

— all of whom demonstrate a strong interest in, or current involvement in, diplomatic negotiations.

We would be delighted to welcome motivated candidates committed to further strengthening their expertise and active engagement in this field. Participant selection will be based on professional experience and overall suitability for the programme.

EXPECTED PROFILES OF CANDIDATES

- At least 3 years of diplomatic working experience
- Currently working in the Asia-Europe context
- High proficiency in English
- Interest in negotiation

NOMINATION PROCESS

Nominated candidates are required to complete the [online application form](#) by: **Friday, 13 March 2026** (23:59, Singapore Time)

As part of the application, candidates must upload a formal **nomination** (a signed letter in an official letterhead or email nomination from official email address) issued by the nominating Ministry, outlining the candidate's suitability for the programme and explaining how their participation aligns with the Ministry's institutional priorities and ongoing work in diplomatic negotiations.

While Ministries may nominate **multiple candidates**, please be advised that, owing to capacity constraints, the programme will accommodate **approximately 25 participants in total**.



Costs and Pertinent Information

- ASEF will cover airfare on point-to-point economy class and/or train ticket to travel to/from Host country (up to a ceiling) and visa costs if applicable through reimbursement.
- Host will cover 6 nights of accommodation near the training venue (details to follow).
- ASEF and Host will cover meals and refreshments during the training programme.

No registration or participation fee. The organisers will cover all training fees.

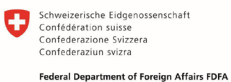


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