



Columbia Law School Series - Fall Session Workshop " Ask for More: Master Diplomatic Advocacy Through Asking the Right Questions"

Population

Date limite: 26 oct 2023

Type:	Workshop
Emplacement:	Web-based
Date:	26 oct 2023
Durée:	1 Days
Zone du programme:	Governance, , Multilateral Diplomacy
Site internet:	http://www.unitar.org/ny
Prix:	0.00 \$US
Personne de référence de l'événement:	mehdi.ladab@unitar.org
Partenariat:	Columbia Law School

ARRIÈRE PLAN

The event will take place on Thursday, October 26th (times 10:00 AM to 1:00 PM).

This workshop is the first session of the Fall 2023 Columbia Law School training series.

This workshop will take place in Hybrid format, in person from UNHQ for all those with a valid UN ID and online for those without a UN ID.

UNITAR will not issue UN ID's for the participants.

OBJECTIFS DE L'ÉVÉNEMENT

This workshop teaches diplomats why questions can be their #1 diplomatic and advocacy tool. Participants will learn the most powerful questions we can ask during conversations to avoid potential misunderstandings, and enhance productivity. The skills-based exercises will introduce the use of open questions to improve outcomes, principles of active listening, and summarizing techniques to navigate difficult conversations. Participants will learn how to promote interest-based bargaining by unpacking facts, interests, and feelings, for the purpose of creating mutually beneficial solutions. Participants will be introduced to case studies involving different approaches applying what they have learned to these scenarios.