



**Academic Year 2024-2025  
Workshop Syllabus  
DIPLOMATIC NEGOTIATION  
N° OF SESSIONS: 8 for 16 hours  
Ambassador Patrizio Fondi**

### **Course Description**

The course will focus on nature and technique of the diplomatic negotiation, both in bilateral and multilateral context. In addition to a general overview of possible patterns, selected cases and practical examples based on the experience of the lecturer/practitioner will be extensively used to describe the negotiation process under different aspects: contents, interests and values, skills, formats, tools. Also the impact of new technologies on the development of diplomatic mechanisms will be analysed. The course is tailored for students interested in understanding better the dynamics of negotiation in the framework of a diplomatic environment, to identify as well its peculiarity in comparison with other contexts (such as business, technical-scientific or juridical fields).

### **Learning Outcomes**

- To learn a wide range of general negotiation techniques and skills, useful as well in any kind of work and personal environment
- To understand the typical and distinctive character of diplomatic negotiation both in bilateral and multilateral context
- To familiarize themselves with different diplomatic frameworks in which negotiation takes place
- To appreciate the impact of new technologies on diplomacy in general and negotiations in particular

### **TOPICS**

-definition of diplomatic negotiation  
-bilateral, minilateral and multilateral negotiation (United Nations Headquarters, UNESCO, European Union, G7, G20, Anti-Daesh Global Coalition)  
- the role of the Chairman in a meeting  
-actors and contents of negotiation: traditional issues (political, economic, consular, cultural), as well as new and emerging subjects (cooperation for development, environment, human rights, fight against organized crime and drug trafficking, terrorism, pandemic)  
-interests, values (including plurality of cultural/religious backgrounds of actors), power and empathy as basic factors of negotiation  
-formats (formal and informal; open and restricted; in the context of elections for International Organizations' bodies), tools (drafts, memoranda, letters) and impact of new technologies  
-skills (creativity, flexibility, language), tactics and strategies (framing, concessions, packaging, face-saving, constructive ambiguity, agreed language, time management, follow-up)

### **Teaching Method**

Students will attend lectures, followed by class debates to give them the opportunity to discuss actively the issues raised. Furthermore, group exercises will be organized in the class to allow students to better investigate and exchange views on specific topics (including the case of Ukraine and the conflict between Israel and Hamas). A daily program will be circulated a couple of weeks before the course.

### **Textbook and Materials**

Textbook suggested: Roger Fisher – William Ury - “Getting to yes”- Random House.  
Slides will be used and distributed during the lessons.

### **Contact**

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