

EXECUTIVE MASTER INTERNATIONAL NEGOTIATION AND POLICY-MAKING

UNDERSTAND WORLD ISSUES FROM A NEGOTIATOR'S PERSPECTIVE

- Part-time programme
- Classes twice a month on Fridays and Saturdays

Next dates October 2012 – June 2013

Duration 9 months, part-time

Tuition CHF 22,000

Applications from 1 January 2012

Contact inp@graduateinstitute.ch

The Executive Master in International Negotiation and Policy-Making (INP) is a cross-disciplinary programme which gives professionals a deeper understanding of the legal, economic and political forces shaping our world. Immersing participants into an international environment, the innovative programme sharpens their leadership, negotiation and communication skills.

OBJECTIVES

- Develop expert knowledge of the political and legal aspects of international affairs
- Analyse decision-making processes in public and private organisations
- Enhance negotiation and mediation skills
- Strengthen leadership for international projects

FURTHER BENEFITS

You will gain fresh insights from the latest research by the Institute's faculty and guest speakers through lectures, case studies as well as presentations. Other activities include problem-solving exercises, practical skills workshops and peer group discussions. The programme is intense, highly personalised and academically challenging. It will strengthen your leadership and decision-making abilities for your current and future career.

AUDIENCE

Professionals who have responsible roles or aspire to leadership positions in international organisations, diplomatic missions, public administrations, non-governmental organisations or in the private sector.

PROGRAMME CONTENT

Module 1

Insights into global governance

- History and evolution of the international system
- Politics of global governance
- Fundamentals of international law, economics and political economy
- Insights into human security, trade, health and environmental governance

Module 2

Analysis and tools for policy and decision-making

- Country and political risk analysis
- Foreign policy-making
- Decision-making within international organisations
- NGOs and business actors in international decision-making

Module 3

International negotiation: Theory and practice

- Fundamentals of negotiation
- Bilateral and multilateral negotiation with multiple stakeholders
- Mediation in the public and private sectors
- Assessment of negotiation outcomes

DEGREE

Successful participants will receive an Executive Master in International Negotiation and Policy-Making from the Graduate Institute (30 ECTS).

<http://graduateinstitute.ch/executive/inp>

