



## CALL FOR APPLICATIONS

# ESSENTIALS OF HUMANITARIAN NEGOTIATIONS

25-28 May 2021

## Why humanitarian negotiations?

*"You are driving in an area affected by conflict trying to reach people who need your assistance but your vehicle has been turned back a checkpoint. You have arranged a meeting with the Zone Commander to persuade him to grant you access. As you prepare for the appointment, you reflect on the fact that lives many depend of the results of your meeting".*

Many aid workers have faced situations like this if not, even more complex but few have received a training or coaching on the skills needed to negotiate successfully.

In this online workshop, participants will learn the skills and techniques of negotiation applied in situations where humanitarian workers must use them: negotiation with government interlocutors, non-state and irregular actors (including armed elements), partner agencies, fellow staff members and sometimes beneficiaries. Participants will refine specific skill set needed in situations where access, protection, respect for rights and humanitarian space are at stake. The workshop features extensive use of negotiation exercises.

The ultimate goal is to strengthen humanitarian workers capacities to be able to advocate and defend a position on behalf of their agencies and beneficiaries.

## Target training audience

This initiative is designed for UNHCR partners in Asia and the Pacific (including government, NGO, military, civil emergency, UN and regional body actors) who are involved in or expect to soon be involved in emergency preparedness and response work in the humanitarian context.

Applications from UNHCR staff are encouraged but the majority of participants will represent a diverse array of partner organizations from throughout the Asia Pacific region.



A simulation exercise on Inter-Agency coordination meeting during EHN workshop in Thailand 2019. ©UNHCR/Sasiporn Petchroongratana

## Main themes of the course

- Analyzing your negotiation position and that of others
- Approaches to reaching mutually beneficial solutions
- Techniques for reducing and defusing hostility in others
- Negotiation strategies in emergency and protection situations
- Culture, gender and negotiation
- Recognizing and responding to unfair, or 'hardball' tactics

## Applying for the course

To apply for course, please fill out the attached application form and send it to the eCentre **by 30 April 2021**, at [ecentre@unhcr.org](mailto:ecentre@unhcr.org) (copy to [ismael@unhcr.org](mailto:ismael@unhcr.org)). All applicants are encouraged to coordinate their application with their respective UNHCR offices. Priority will be given to organizations cooperating or planning to cooperate with UNHCR.

As this event will be conducted in English and delivered online, participants must be proficient in spoken and written English and have a good connectivity.

Please note that there are a limited number of places for each workshop, and therefore application does not guarantee participation.

We apologize for this in advance and will make every effort to consider these applications for future workshops.