

Negotiation and Mediation for Humanitarians

Course Description

Have you ever been in a situation where you wished you could have gotten a better deal? Or you wished you knew what to say? If your answer to this is yes, the negotiations and mediations course is perfect for you. This course offers participants the opportunity to enhance their understanding of the theory and practice of negotiation and mediation. Participants will consider specific aspects of these processes as identified by respected scholars and practitioners in the literature.

Participants will develop an appreciation of the complexities of dispute resolution processes in practice. They will acquire skills with which to respond to more challenging and difficult problems.

Learning activities will include case studies, small and large group discussions, role-plays, and reflective practice.

Course Objectives

In this course participants will:



Develop their negotiation skills as value creators and problem solvers



Learn how to facilitate difficult conversations



Deal with differences in cross-gender and cross-cultural negotiations



Acquire competence as mediators through reflective practice



Learn alternative mediation models



Adapt negotiation skills to team and multi-party settings



Identify the main challenges and dilemmas of humanitarian negotiation and mediation

Learning outcomes in terms of analytical competencies:



Ability to identify your personal style as negotiator and analyse the interlocutor's openness



Ability to discuss the ethical issues and challenges around negotiation

Course Fees

A cost-recovery fee of Kshs 98,000 is required from participants. This fee covers all the instruction, material, conference rooms, lunches and coffee breaks during the five-day training.

A Certificate of Participation will be delivered to all the participants who complete the training.

Selection Criteria

This training is designed to serve the needs of humanitarian professionals with experience in operational negotiations. It is open to the Red Cross Movement staff and other staff of various humanitarian organizations.

Date of Training:
10th-14th Sep

Application Deadline:
27th Aug 2018

At The Boma Hotel

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Kenya Red Cross Training School