



**EUROPEAN SECURITY AND DEFENCE COLLEGE
and the École Universitaire Internationale (Italy) in co-organization with the CENTER
FOR HIGHER DEFENSE STUDIES (CASD)**

Invitation to the
Mediation, Negotiation and Dialogue Skills for CSDP
07 - 11 November 2022
(Activity number 22-23/28/1)

The Research and High Education Institute *École Universitaire Internationale* (Italy) and the *Center For Higher Defense Studies* (CASD), under the aegis of the *European Security and Defence College* (ESDC) have the honour to co-organize the course **Mediation, Negotiation and Dialogue Skills for CSDP**.

The course will be delivered in a multiple format that consists of two mandatory parts: the preliminary e-learning phase and the in-person lessons. The in-person portion involves high-engaging lectures, guided discussions and simulation exercises in order, to not only learn but also, immediately assess and improve professional and personal abilities.

The course will enhance a common understanding of mediation, negotiation processes and dialogue skills useful for the CSDP framework. Participants will have the opportunity to better understand how these processes can help them during the daily work in a multinational and composite environment and how to develop and strengthen their personal and professional skills acquiring behavioural analysis skills useful to improve personal performance and to reach the prefixed objectives in a wide range of perspectives.

Every human being has specific characteristics, being able to immediately comprehend which are these characteristics represents the fundamental step to prepare and put in practice a successful negotiation strategy. The course addresses the above-mentioned characteristics, the methods to identify them and how to be able to interact among the parties involved. In addition, understanding the “value of words” and their impact in micro and macro contexts is fundamental in order to plan and perform a mediation and negotiation strategy, taking also into account the cross-cultural challenges. The pedagogical method used to run the course will also provide an added value.

It is with great pleasure that we would like to invite you to nominate participants for the course, scheduled from **07 to 11 November 2022**, which offers an outstanding opportunity to learn and strengthen mediation, negotiation and dialogue skills and affiliated topics. The overall aim is to train and prepare highly qualified and knowledgeable personnel.

Please find below the draft program and practical information regarding logistics.

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Annex A: Administrative Instructions/Logistics

Annex B: Draft Program