



08.09.2026 - 01.10.2026 | 6:00 pm – 8:45 pm



Executive Education

Diplomatic Negotiations: Navigating Global Challenges and Building Consensus

↓ Program

DAY 1 08.09.2026

6:00 PM-8:45 PM



Raoul Delcorde

Ph. D., Honorary Ambassador of Belgium,
Member of the Royal Academy of Belgium
and Member of the IID Council

The Mechanisms of the Diplomatic Negotiation

This objective introduces participants to the fundamental principles, concepts, and practices that underpin successful diplomatic negotiations. Participants will gain an understanding of the role of diplomacy in managing international relations, preventing conflicts, and fostering cooperation among states and other stakeholders. The module will examine the characteristics of effective negotiators, and the importance of preparation, communication, cultural awareness, and strategic thinking.

By the end of this section, participants will be able to:

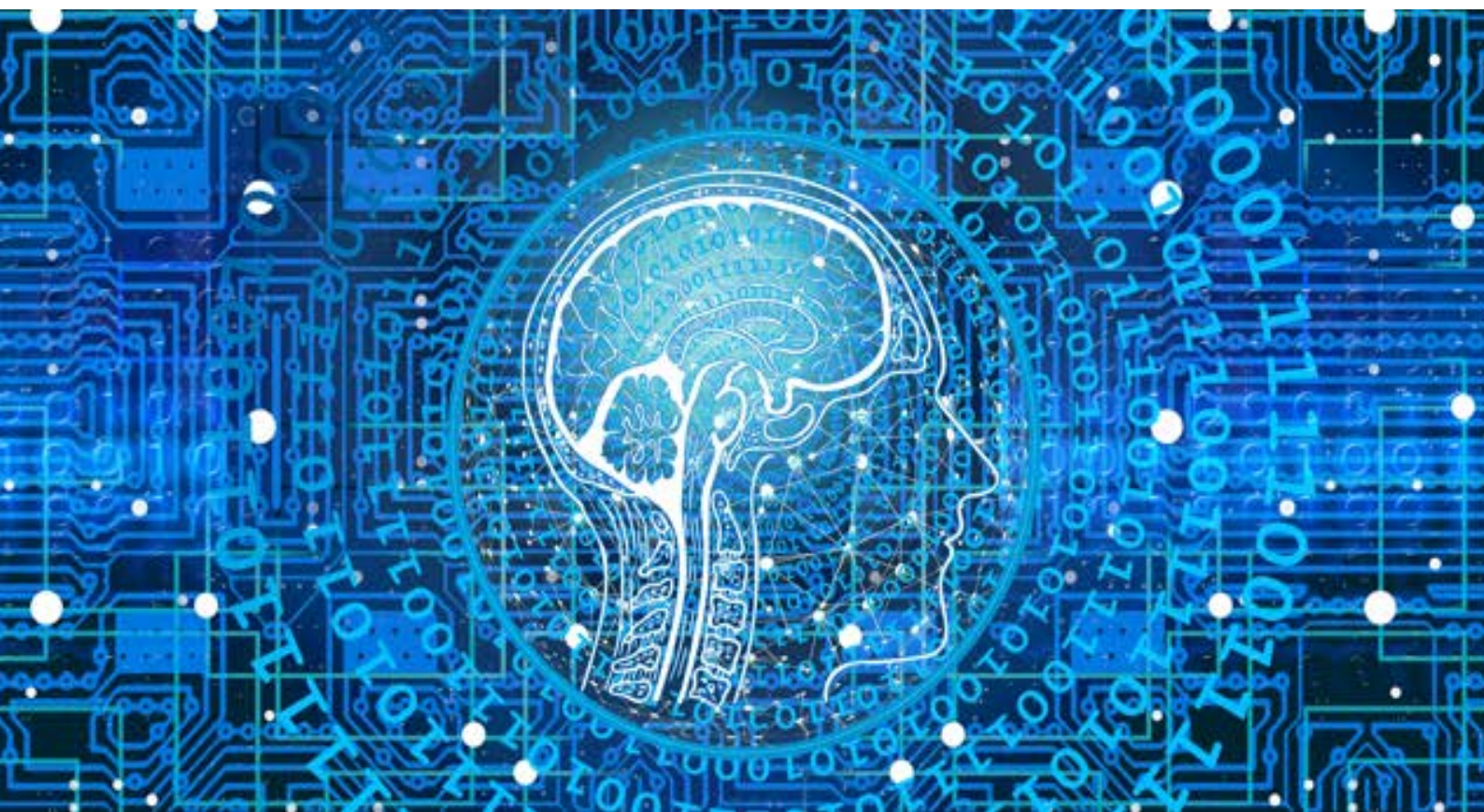
- Mastering the essentials of diplomatic negotiation
- Explain the principles and objectives of diplomatic negotiation.
- Identify the key stages of the negotiation process, from preparation to implementation.
- Apply effective communication, persuasion, and active listening techniques.
- Recognize the influence of culture, national interests, and political contexts on negotiation outcomes.

Member of the Belgian diplomatic service since 1986 with posts spanning the globe from Pakistan to Poland, Sweden, Canada, and the United States. Strong interest in and extensive experience teaching graduate and diplomatic training courses on European affairs and issues as well as the art of diplomacy. Author of ten books on international affairs and more than 50 articles.

DAY 2 17.09.2026

6:00 PM-8:45 PM

A special evening*



A clue: It's about AI.

*Please note that the course may take place
on 17 September rather than 22 September

Roundtable: Exploring the Regional Models of Cooperation with the African Union, ASEAN and EFTA



**Carlos
D. Sorreta**

Ambassador and Permanent
Representative of the Philippines
to the United Nations Office and
other international organizations
in Geneva (**ASEAN**)



**Markus
Schlagenhof**

Deputy Secretary-General
of the **EFTA**



**Girma
Amente Nono**

Permanent Observer of the
African Union to the United
Nations Office and other
international organizations in
Geneva

- Understand the different models of regional cooperation and governance.
- Compare diplomatic coordination approaches among major regional organisations.
- Identify key challenges and limitations affecting regional integration efforts.
- Analyse the role of regional organisations in shaping international diplomacy and global standards.
- Explore future opportunities for interregional cooperation and multilateral engagement.



Matthew Wilson

Ambassador and Permanent Representative of Barbados to the United Nations, World Trade Organization and other International Organizations in Geneva

New Challenges and Leadership

- Emerging trends in diplomacy, including climate change, trade, and health negotiations, and the evolving geopolitical landscape.
 - Navigating Diplomacy as a representative of a small state
 - How to be an impactful leader?
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Matthew Wilson is the Ambassador and Permanent Representative of Barbados to the United Nations (UN), World Trade Organization (WTO), and other international organizations in Geneva. He is the Chair of the WTO Working Group on Micro, Small and Medium-Sized Enterprises (MSMEs), Co-Convenor of the WTO Plastics Pollution Dialogue, Coordinator of the Geneva SIDS Ecosystem and Chair of the Governing Body of the International Labour Organization (ILO). Prior to this was Chair of the WHO Executive Board and coordinator of the ACP Group in Geneva. He previously served as Chief of Staff at the International Trade Centre (2013–20), Senior Adviser to the WTO Director General (2011–13), and Deputy Aid for Trade Coordinator at WTO. He has degrees in Psychology and Sociology; International relations; Development Studies; and an MBA-Essentials. He is Vice Chair of the International Gender Champions; and is on the boards of UNCTAD's ASYCUDA; the Global Center for Health Diplomacy and Inclusion (CeHDI), the Forum on Trade, Environment & the SDGs (TESS), and Model WTO.



Alexandre
Munafò

Head of Humanitarian
Diplomacy & Communications
at the Geneva Call

Diplomacy in a Fragmented World: The New Landscape of Non-State Actors

- **The Fragmentation of Contemporary Conflicts:** Understanding how the proliferation and diversity of non-state armed actors are transforming the diplomatic landscape.
- **Humanitarian Diplomacy in Practice:** Examining its role, added value and limitations in highly complex and politically sensitive environments.
- **Engaging Non-State Armed Actors:** Exploring practical approaches to dialogue on international humanitarian law and the protection of civilians.
- **Legal, Ethical and Operational Dilemmas:** Navigating the challenges involved in negotiating with actors whose status, conduct or designation may be contested.
- **Trust and Sustained Dialogue:** Identifying the conditions required to build credible relationships and maintain engagement over time.
- **The Comparative Advantages of Private Organizations:** Considering how specialized NGOs can use their neutrality, agility and proximity to conflict actors to operate effectively in fragmented settings.
- **International Geneva as a Diplomatic Ecosystem:** Exploring how its unique concentration of international organisations, NGOs, diplomatic missions and specialized expertise enables complementary forms of engagement and constitutes one of its defining strengths.
- **Lessons from the Field:** Drawing practical insights from Geneva Call's experience across diverse conflict settings.

Alexandre Munafò is Head of Humanitarian Diplomacy and Communications at Geneva Call, where he oversees the organisation's diplomatic engagement, advocacy and communications activities worldwide. He brings 20 years of international and diplomatic experience, having previously held several positions at Interpeace, an international organisation dedicated to peacebuilding, including Director of Strategic Partnerships and Communications. Deeply committed to the issues surrounding International Geneva, he co-founded AGIR in 2010, an association established to promote and strengthen its role. A Swiss and Italian national, he holds a bachelor's degree in law from the University of Neuchâtel, a postgraduate diploma in international law and an executive certificate in advocacy in international affairs from the Geneva Graduate Institute.



Raoul Delcorde

Ph. D., Honorary Ambassador of Belgium,
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Case Studies in Diplomatic Negotiations – Simulation

This objective focuses on the complexities that arise during negotiations and equips participants with practical tools to manage them effectively. Participants will examine different negotiation styles and strategies, analyze stakeholder interests and power dynamics, and explore methods for resolving disputes and achieving mutually beneficial outcomes. Through case studies, simulations, and practical exercises, participants will develop the confidence to navigate challenging negotiation environments.

- Case studies from Ambassador Delcorde's career, including trade disputes between the US and EU, and Belgium's diplomatic relations with countries like Poland and Canada.
- Interactive session with practical negotiation simulations.
- Assess the impact of power, leverage, time, and information on negotiation outcomes.
- Design negotiation strategies that promote sustainable agreements and long-term diplomatic relationships.
- Reflect on real-world diplomatic negotiations to identify lessons and best practices for future engagements.

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