

## Practical Certificate in Negotiation- Negotiation Skills

Featuring the Sage Bargaining® method.

January 20, 2025

ONLINE

Negotiation Skills, also known as the Practical Certificate in Negotiation, is an online, 1-day workshop designed to provide participants with a methodological and conceptual foundation necessary to manage complex intergovernmental and international relations. Similar to our Professional Certificate in Intergovernmental and International Negotiation workshop, this program features key elements of the SageBargaining® methodology designed by our facilitators Dr. Michael Dolan and Dr. Brian Tomlin. This workshop and the SageBargaining® method are presented in cooperation with the Centre for Public and International Affairs Training and Development (CPIAT&D).

**The goal of the workshop is to provide instruction on how to communicate effectively in negotiations in order to achieve joint decisions that serve the interests and objectives of the organization. To this end, the workshop addresses a number of skills and knowledge areas associated with preparing for and conducting negotiations.**

**About this workshop:**

**Skills learnt in this workshop are applicable to informal relationship management processes and more formal negotiations, at both bilateral and multilateral levels. The emphasis is on developing a foundation of capabilities needed to achieve the best outcomes when undertaking complex negotiations.**

**Learning objectives in this course include:**

- consider the interests of domestic stakeholders in negotiations
- develop appropriate responses for dealing with non-cooperation
- develop strategic and tactical plans for negotiating
- estimate the presence and parameters of a zone of potential agreement in negotiations
- employ systematic analysis to develop positions based on negotiating mandates
- adopt appropriate roles in multilateral negotiations
- form and manage coalitions

**Learning in the workshop will focus on:**

- personal orientation to negotiation
- decision-making biases
- two-level bargaining
- systematic analysis for negotiation
- strategies and tactics for effective negotiation
- multilateral bargaining and coalition formation

**The Negotiation Skills workshop is part of the SageBargaining® program.**

### Program Instructors:

**Brian Tomlin**

Brian W. Tomlin is Professor Emeritus and a former Director of The Norman Paterson School of International Affairs at Carleton University, he has also served as Chair of the Centre for Trade Policy and Law at Carleton and the University of Ottawa, He also served as Editor of the *Canadian Foreign Policy* journal, and Senior Academic Advisor at the Canadian Foreign Service Institute in the Department of Foreign Affairs and International Trade. He has written extensively on bargaining and negotiation and public policy analysis.



### Michael Dolan



Michael Dolan is Professor Emeritus of Political Science and Political Economy. He has been at Carleton University since 1975. He completed his undergraduate studies at Harvard University in social relations, and completed his master's and doctoral studies in international relations at The American University in Washington; D. C. Dr. Dolan was the founding Director of the Institute of Political Economy at Carleton. Prior to teaching full-time in the Department of Political Science, he taught in the School of International Affairs and established the core theme in international political economy in 1982. Within the Department, Dr. Dolan has been Acting Chair, Supervisor of Graduate Studies and Undergraduate Studies.

# The Centre for Public and International Affairs Training and Development

in cooperation with the  
Office of Professional Training and Development at Carleton University's Norman Paterson School of International Affairs.

## Place Setter / Registration

### Contact Information

Name		
Department, Agency or Company if applicable		
Division or Section if applicable.		
Street Address		
City, Prov., Postal Code		
Home Phone & Fax	Tel:	Fax:
Work Phone		
E-Mail (work & personal)	Work:	Personal:

If you are not alumni of NPSIA or a member of the Ottawa Diplomatic Association would you like to receive email announcements on future training programs? Yes\_\_ / No\_\_.

If yes please circle or highlight your preferred email address above.

### Workshop

## Practical Certificate in Negotiation – Negotiation Skills

- featuring the Sage Bargaining® method -

### Trainers:

Dr. Michael Dolan and Dr. Brian Tomlin

### Fee:

\$ 750 + HST

### Dates:

January 20, 2025

In the event of future registration in this workshop please note the following:

### Complete your Registration!

Please indicate that you have read the Cancellation / Withdrawal policy page from the NPSIA-PT&D website by placing a check here:

Next, scan and email this registration form to CPIAT&D at the coordinates below. You will then be provided with an invoice and will receive instructions for completing your registration by credit card, cheque or electronic payment.

Email: [bryan.henderson@cpiatd.ca](mailto:bryan.henderson@cpiatd.ca)

Alternatively, you may mail this form to:

The Practical Certificate in Negotiation – Negotiation Skills workshop, JAN 2025  
C/O  
CPIAT&D  
1650 Canemore Crescent  
Ottawa, ON K4A 1S6

### Payment and refunds:

**Refund policy:** Registration fees for this workshop are refundable up-to 10 business days before the start of training less 20% + HST for administration. This policy does not apply to Corp. Training Agreements.

**Cancellation policy:** CPIAT&D is aligned with the NPSIA–PT&D cancellation and withdrawal policy and reserves the right to cancel scheduled training programs up-to 5 business days in advance of the start of training should there be insufficient subscription. Full refunds will be issued upon notification.