



## **DECISION MAKING AND INTERNATIONAL NEGOTIATION**

### **On-line course, self-paced over a period of five weeks**

How to examine current affairs and approach global events in a deeper way aspiring to shape their sequel and reach successful outcome?

As government official or business representative you have the opportunity to immerse in the world of international negotiations, decision making and legal framework creation. We focus on the economic and legal means of international negotiations and decision making, aiming to your effectively participation, direct or indirect, in building rules and setting standards for governments and businesses.

The course is accessible online, 24/7, so you can study at your own pace, with the possibility to go back to previous aspects to thoroughly check the understanding of the topic.

The course is **structured in 5 modules** that will take you through all the elements of comprehending the economic and legal aspects of international negotiations and decision making.

#### Module 1 – Fundamentals of international negotiations and decision making

- Overview of the current issues debated in international arena
- Understanding the international system and its mechanisms
- Synopsis of international negotiations and decision making
- Understanding economic and legal components of international negotiations

#### Module 2 – Economic and legal components of international negotiations

- Economic components of international negotiations
- Legal components of international negotiations
- Assessing economic and legal efficiency of international negotiations
- International organizations, Non-Governmental Organizations and business perspectives

#### Module 3 – Economic and legal constituents in decision making

- Insights into the policy making and decision making processes
- Decision and policy making tools: Policy Papers, risk analysis, impact assessments
- Decision making within regional and international organizations
- Non-Governmental Organizations and business perspectives standpoints

#### Module 4 – Outcome of international negotiations. Effects on decision making

- Bilateral, regional, plurilateral, multilateral and international negotiations
- International negotiations viewed from the top: Lead Negotiators and Chairpersons
- Reaching agreement in international negotiations
- Decision making and implementation of international negotiations results

#### Module 5 – Challenges and opportunities of international negotiations and decision making

- Economic and legal aspects of globalization
- Economic and legal aspects of bureaucracy
- Law creation and standard setting for governments and businesses
- Prospects of economic and legal roles in decision making and international negotiations

**Language:** English

**Fee:** CHF 550

**Certification:** After successful completion of the course you will receive a certificate of completion.

**Contact:** For further details about the course or customized solutions, please contact: [info@gicel.ch](mailto:info@gicel.ch).