


# S4D4C Training Material for Workshops on Science Diplomacy

## Negotiation Skills – Video Exercise

<p><b>Background</b></p>	<p>This training material is an output of the project S4D4C – Using science for/in diplomacy for addressing global challenges (<a href="http://www.s4d4c.eu">www.s4d4c.eu</a>). S4D4C has received funding from the European Union’s Horizon 2020 research and innovation programme under grant agreement No 770342.</p> <p>The project S4D4C selected and developed training materials (presentations, methods, exercises, games, etc.) for trainings on Science Diplomacy for different target groups (mainly diplomats, scientists and science diplomats). These materials are open source under creative commons licences (see below for the applicable license).</p>
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<p><b>Details on the attribution</b></p>	<p>Basically, you are free to share and adapt for any purpose with attribution (more information about the licence is provided at the end of the document).</p> <p>Creator: S4D4C (Horizon 2020 project 770342). <i>Maria Josten and Andreas Müller</i> German Aerospace Center   European and International Cooperation   Strategy and Monitoring Division <a href="http://www.s4d4c.eu">www.s4d4c.eu</a> <a href="https://www.dlr.de/pt/en/desktopdefault.aspx/tabid-9850/17140_read-41464/">https://www.dlr.de/pt/en/desktopdefault.aspx/tabid-9850/17140_read-41464/</a></p> <p>We are happy if you drop us a line when re-using the materials to learn about their dissemination: <a href="mailto:contact@s4d4c.eu">contact@s4d4c.eu</a></p>
<p><b>Short description</b></p>	<p>This exercise leads to the introduction of the topic “Negotiation Skills”. Before starting with concrete instructions about how to negotiate we recommend you to have a warming-up session. This session is an interactive element in your training: The participants should exchange their experiences and create their own Do's and Don'ts. The outcome of this exercise will be easily remembered and offers a good transition to the main teaching part (see presentation on “Negotiation Skills”).</p>



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<b>Learning objectives</b>	<p>The aim of this exercise is</p> <ul style="list-style-type: none"> <li>• to sensitise the audience for “negotiation” and related skills</li> <li>• to visualise some characteristics of situations where negotiation skills are needed</li> <li>• to identify Do’s and Don’ts that apply to such situations</li> <li>• to have an exchange of experiences among the participants</li> <li>• to build a solid ground for the main part of the training dedicated to “Negotiation Skills”</li> </ul>
<b>Material type</b>	<input type="checkbox"/> presentation <input type="checkbox"/> method <input type="checkbox"/> simulation game <input checked="" type="checkbox"/> exercise <input type="checkbox"/> other: _____.
<b>Overall content category (if adequate and applicable)</b>	<input type="checkbox"/> What is Science Diplomacy? <input type="checkbox"/> Who are the Science Diplomacy stakeholders? <input type="checkbox"/> How does the European Union practice Science Diplomacy? <input type="checkbox"/> Which thematic and regional approaches of Science Diplomacy do exist? <input checked="" type="checkbox"/> What set of skills do I need to be a good science diplomat? <input type="checkbox"/> Which are good examples where Science Diplomacy has proven to be successful?
<b>Target groups (1)</b>	<input checked="" type="checkbox"/> Mainly for scientists <input type="checkbox"/> Mainly for diplomats <input type="checkbox"/> For any of the groups
<b>Target groups (2)</b>	<input checked="" type="checkbox"/> Mainly for beginners in Science Diplomacy <input checked="" type="checkbox"/> Mainly for trainees with basic understanding of Science Diplomacy <input type="checkbox"/> Mainly for advanced science diplomats <input type="checkbox"/> For any of the groups
<b>Group size</b>	<input type="checkbox"/> For individual learners <input checked="" type="checkbox"/> For small groups (up to 20) <input type="checkbox"/> For large groups (between 20 and 100) <input type="checkbox"/> For any group size
<b>Duration</b>	<p>You will need approximately 30 minutes for carrying out this exercise.</p> <p><b>I. Phase</b> (2-3 minutes): Please start the exercise with the question: Which picture do we have in mind, when we are talking about negotiations? (see slide 2-5, 2 minutes each)  Initiate a short discussion by asking the audience for their opinion, e.g.</p> <ul style="list-style-type: none"> <li>- Picture “handshake” (slide 2): a traditional that we have in mind when talking about negotiations, presupposing that through negotiation we do normally reach an agreement</li> <li>- Picture “giraffe” (slide 3): exchange among partners is essential; but sometimes, even if we are similar and at the same level, a joint strategy can hardly be elaborated</li> <li>- Picture “doors” (slide 4): in negotiations, each party has a favourite solution, but everyone should be prepared to make a compromise if needed</li> </ul>

	<ul style="list-style-type: none"> <li>- Picture "rails" (slide 5): there are different ways to reach joint decisions, and very often there are no shortcuts</li> </ul> <p><b>Phase II</b> (15 minutes): The video exercise:</p> <ul style="list-style-type: none"> <li>- Step 1: Please divide the participants in four groups: tell them to count 1,2,3,4,1,2...; all 1s are in the group of the diplomat from the US; all 2s are in the group of the diplomat from Russia, the groups 3 and 4 will have particular tasks</li> <li>- Step 2: Please explain the exercise and the tasks (app. 2 minutes, see slides 6-7), now show them the video from a movie called "Thirteen Days": <a href="https://www.youtube.com/watch?v=3cThXPi2fMc">https://www.youtube.com/watch?v=3cThXPi2fMc</a> (go to 4'17" and show until 5'47); you may have to give some information on content, if necessary: During the Cuban Missile Crisis (1962), the Soviet Union stationed missiles in Cuba. The US government insisted on the immediate removal of the missile bases. In return, it was considered to make the US missile base in Turkey a subject of the negotiations. The participants will analyse this video taking into consideration the attitude, the activities and the reactions of the two diplomats, as well their obvious and the eventually missing negotiation skills</li> <li>- Step 3: 10 minutes for preparation of answers: The participants should write all their observations and ideas on post-its and nominate a representative of each group</li> <li>- Step 4: 2 minutes presentation of each of the 4 groups</li> </ul> <p>Please play the video loudly; if needed, please repeat (ca. 1 minute)</p> <p><b>Phase III</b> (app. 10 minutes): Each group presents the outcome of their discussion</p>
<b>Level of interactivity</b>	<input checked="" type="checkbox"/> high <input type="checkbox"/> medium <input type="checkbox"/> low
<b>Preparation and material needed</b>	<p>For the implementation of this exercise, you will need one big conference room or 2-3 small rooms for the 4 working groups. Please make sure that the working groups have enough space for their interaction.</p> <p>Furthermore, a sound system as well as WIFI should be available in the main room for the presentation of the YouTube-Video.</p> <p>Please prepare flipcharts or post-its and enough pens. We recommend using a stop-watch to stay on time.</p>
<b>Recommended use case and guidance for the trainer</b>	<p>As described above this activity serves as an introduction to the topic "negotiation". Please keep in mind that this is not a training session, rather an interactive "ice breaker" to be followed by a negotiation exercise.</p>

	<p>Within a training on "Science Diplomacy" a theoretical teaching should follow after that. Otherwise, the linkage to the exercise is missing.</p> <p>The challenge for the moderator/trainer is to provide historical context to the situation, take into consideration the outcome of the discussion and make a connection to the teaching part.</p>
<p><b>Further resources and links</b></p>	<p>There are a plenty of negotiation games and exercises which could be used in SD training workshops, e.g.</p> <ul style="list-style-type: none"> <li>- Using Negotiation Games to Develop Skills for Commercial Dispute Resolution: <a href="https://www.pon.harvard.edu/daily/teaching-negotiation-daily/how-negotiation-games-can-help-you-develop-skills-to-resolve-business-and-commercial-disputes/">https://www.pon.harvard.edu/daily/teaching-negotiation-daily/how-negotiation-games-can-help-you-develop-skills-to-resolve-business-and-commercial-disputes/</a></li> <li>- The Two Dollars Game: <a href="https://ocw.mit.edu/courses/sloan-school-of-management/15-667-negotiation-and-conflict-management-spring-2001/lecture-notes/about_game.pdf">https://ocw.mit.edu/courses/sloan-school-of-management/15-667-negotiation-and-conflict-management-spring-2001/lecture-notes/about_game.pdf</a></li> </ul>
<p><b>Evaluation and assessment</b></p>	<p>Due to the warming-up character of this exercise there is no need to evaluate</p>

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