

January 20, 2020

Dear Ms. Merav Zafari Odiz

Invitation to join the Leadership Forum on Negotiation Strategies.

“Mastering negotiations as the leader of your ministry”

It is our pleasure to invite you to join the Leadership Forum on Negotiation Strategies in Israel.

Kindly find below information about the Negotiation Strategies Institute and the Leadership Forum on Negotiation Strategies.

Please don't hesitate to contact us for any question you may have.

Yours,

Lior Frankiensztajn
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ABOUT THE NEGOTIATION STRATEGIES INSTITUTE AND THE HARVARD NEGOTIATION PROJECT

The Negotiation Strategies Institute (NSI) working under the academic sponsorship of the Harvard Negotiation Project (HNP) is a US based non-profit. At NSI and HNP we are focused on generating applicable lessons, tools and practices and sharing them with leaders and negotiators.

Since its establishment, HNP has consulted on many of the most difficult negotiations of our time, including Camp David I, the Iran Hostage Crisis, the creation of a new constitution in South Africa, the Ecuador/Peru Border Dispute, the negotiations between the Colombia government and the FARC, the ongoing North Korea crisis and many others. HNP continues its research practice through a range of innovative programs such as the “*Harvard Great Negotiator Award*” and the “*Secretaries of State Project*.” The objective of such efforts is to learn best practices from global negotiators, including the likes of Henry Kissinger, Juan Manuel Santos, Lakhdar Brahimi, Tommy Koh, and James Baker.

NSI is a US based nonprofit, non-political organization. Its work is made possible thanks to contributions of individuals and institutions such as the Harvard Negotiation Project, William James Foundation, Social Capital Foundation, Paul Weiss and several private donors from the US (full list can be provided upon request). Moreover, NSI is supported by the Foreign Ministries of the Netherlands, Germany, Spain and Ireland, and the Swedish Agency for Peace and Security – *government funding is directed towards specific programs of the organization and is not used for the Leadership Forum on Negotiation Strategies.*

THE LEADERSHIP FORUM ON NEGOTIATION STRATEGIES

TARGET GROUP:

- Leaders of ministries who lead negotiations on national and regional levels, and of high national importance.
- Director Generals of Ministries and parallel high-ranking officials.

FOCUSING ON THREE LEVELS OF LEADERSHIP:

1. Dealing with challenging situations: inter-agency challenges, tension between career vs political levels, and challenges negotiating with other governments.
2. Results driven preparation for negotiations, preparing your team and review your results.
3. Identifying individual-personal areas for improvement and growth.

The Leadership Forum on Negotiation Strategies by NSI is a high-level tailored learning experience for high-ranking government leadership. Introducing state-of-the-art and most innovative knowledge and expertise in the field of negotiation by global leading experts, combined with field visits to learn from negotiators who accomplished extraordinary and seemingly impossible agreements. The learning experience is designed to be hands-on and practice oriented, working through multiple case studies and learning from experts as well as the accumulated experience in the room. The program will enable you to identify your own negotiation DNA, understand your strength and enhance your capacity.

As the leader of your ministry or organization, you are expected to deliver results while facing very complex challenges:

Working in between the political and professional spheres.

Representing your country on issues of national importance within international forums and negotiations.

How to coach and direct your subordinates as they negotiate in your behalf.

How to approach seemingly unsolvable problems and building a winning negotiation team and culture within your organization.

These are all issues that if addressed professionally can be a game changer in your work that will allow you to drive and lead processes; on the other hand, if not done properly they can be the core causes for stress, stalemate and unwanted outcomes.

COMPONENTS & SCHEDULE:

<p>Diagnostics January 19-20, 2020</p>	<p>Assessment of the particular needs of each high-ranking official that participates in the forum. The assessment is done through personal meetings with each participant with NSI’s experts on negotiation and management.</p> <p>Led by Ken Hyatt, Senior Adviser at Albright Stonebridge and former Under Secretary for International Trade at the US Dept of Commerce.</p>
<p>Leadership Forum Sessions Starting February 17th, 2020</p>	<p>Leadership Forum on Negotiation Strategies will consist of multiple methods including:</p> <ul style="list-style-type: none"> - Sessions with world renowned experts on negotiation - Meetings with former heads of states and chief negotiators who led either successfully or not, highly complex negotiations. - One-on-one tailored consultation based on particular needs and interests of participants. - Peer learning and exposure - International study visits and retreats <p>Experts Include:</p> <ul style="list-style-type: none"> - <i>James K Sebenius</i>, Director of the Harvard Negotiation Project, Chair of the Harvard Great Negotiator Award, and Co-Chair of the Secretaries of States Project at Harvard. Author of “3D Negotiations” and “Kissinger The Negotiator” - <i>Sergio Jaramillo</i>, former National Security Adviser to the President of Colombia; and Chief Negotiator of the Colombian Government in the negotiations with the FARC. - <i>Berti Ahern</i>, former Prime Minister of Ireland. Signatory of the Good Friday Agreement. - <i>Mark Gordon</i>, Senior Partner at Vantage Partners, and Senior Adviser to the Harvard Negotiation Project. - <i>Ken Hyatt</i>, Senior Adviser at Albright Stonebridge, Partner at CMPartners, and former Under Secretary for International Trade at the US Dept of Commerce.
<p>Self-assessment and Forum development</p>	<p>Based on the feedback from participants of the Forum, NSI will assess the results of its contribution and if desirable will develop the continuation of the Forum.</p> <p><i>It is important to highlight, that NSI’s intention is to provide meaningful support to the high-ranking officials and will do so only at their request.</i></p>