



**Bridging divides and building cooperation**  
**5-6 June 2025, Paris**

**Université Paris 1 Panthéon-Sorbonne**  
**17 Rue de la Sorbonne, Paris 75005**

**WORKSHOPS' PROGRAM**

These **hands-on workshops** are designed to foster **experiential learning, connect theory to practice, and equip participants with cutting-edge tools** for negotiation in today's complex world.

## 5 JUNE 2025 Negotiation for Social & Environmental Change

**9.30** Participants registration and welcome coffee

**10.15** Opening Speech by François-Xavier NERARD (Université Paris 1 Pantheon-Sorbonne, France)

**10.30** Presentation of the conference, Francesco MARCHI (Alternego, Sciences Po – Paris, France)

**11.00 WORKSHOP 1 – NEGOTIATION AND CONFLICT RESOLUTION SKILLS ,**  
Anastasia VLASENKO (Youth Ambassador, Ukraine)

*An immersive workshop blending theory and practice through role-plays, case studies, and group exercises. Participants will tackle complex scenarios—from diplomacy to CSR—while developing cross-cultural skills, critical thinking, and real-time problem-solving using innovative pedagogical and digital tools.*

### **11.00 WORKSHOP 2 - PROCESS DESIGN FOR MULTILATERAL NEGOTIATIONS**

1. Jack WILLIAMS (Institute for Global Negotiation, Switzerland)
2. Barney JORDAAN (Vlerick Business School, Netherlands)
3. Daniel DRUCKMAN (George Mason University, USA)
4. Norbert BERGER (Institute for Global Negotiation, Switzerland)

*Design a real-world negotiation process through a dynamic simulation on lithium mining in Argentina. Participants will craft agendas, outreach strategies, and procedural rules in a multiparty setting—shifting from role-play to process design. Ideal for those eager to understand the engine behind effective multilateral negotiations.*

**12.30 LUNCH BREAK**

### **14.00 WORKSHOP 3 - NEGOTIATION STRATEGY SPRINT DEMONSTRATION**

Patrick WALL (Institute for Global Negotiation, Switzerland)

*Inspired by Google's Design Sprint, this interactive session helps you craft effective negotiation strategies under time pressure. Simulate real-world diplomatic prep, co-create objectives, and tackle challenges with a rapid, creative, and collaborative method used at the UN.*

## 15.30 COFFEE BREAK

### 16.00 WORKSHOP 4 - IMPROVING NEGOTIATION COMPETENCIES WITH LLMS: ROLE-PLAY SIMULATIONS WITH AI BOTS

1. Jan KUBICEK (University of Law, Czech Republic)
2. Vojtěch PSCZÓLKA ( CEO of MisteryChat, Czech Republic)

*Test a cutting-edge negotiation simulator powered by AI bots using real-time tactics, emotional cues, and performance feedback. Dive into dynamic role-plays and experience how Large Language Models can transform negotiation training for individuals and organizations.*

**17.30 Plenary conclusion “When Theory and Research meet Practice”,** Daniel DRUCKMAN (George Mason University, USA), Francesco SEGONI ( Doctors Without Borders), Emmanuel VIVET ( ESSEC-IRENE, DGAC), Larry CRUMP ( Griffith University, Australia)

## 18.15 Networking Cocktail at the Sorbonne Doctoral Salon

# 6 JUNE 2025 Geopolitics, Diplomacy & Inclusion

### 9.30 WORKSHOP 5 - CONFLICT INTELLIGENCE AND COOPERATIVE LEADERSHIP

Wilbur PERLOT ( Peace Academy, Netherlands) and Barney JORDAAN (Vlerick Business School, Belgium).

*Learn how to build conflict-resilient organizations by shifting mindsets, framing productive disagreement, and fostering climates of cooperation. This workshop equips leaders with the tools to detect, understand, and manage high-stakes conflicts—drawing on cutting-edge research and real-world peacebuilding experience.*

## 11.00 COFFEE BREAK

### 11.30 WORKSHOP 6 – COMPANY-COMMUNITY-GOVERNMENT MEDIATION IN COMPLEX SOCIO-POLITICAL ENVIRONMENTS - Brian GANSON (Stellenbosch University, South Africa)

*Step into Equatania, a rich, real-world-inspired simulation tackling conflict at the intersection of companies, communities, and governments. Experience firsthand the challenges of advancing constructive agendas amid political violence and social fragmentation. Ideal for leaders, mediators, and professionals working in fragile or high-stakes environments.*

## 13.00 LUNCH BREAK

### 14.30 WORKSHOP 7 – NAVIGATING CRISIS: ADVANCED NEGOTIATION STRATEGIES FOR HIGH-STAKES SITUATIONS

Stephanie FERLAND & Barbara SARTORE (Frontline Negotiations - Centre of Competence on Humanitarian Negotiation, Switzerland)

*Train like frontline negotiators with this immersive workshop on managing high-stakes crises—from hostage situations to humanitarian emergencies. Led by experts from CCHN, participants will explore real-life scenarios, de-escalation strategies, and decision-making under pressure through simulations, peer learning, and advanced negotiation tools.*

### 14.30 WORKSHOP 8 – THE MONNET METHOD IN PRACTICE, Jean-Marc LIEBERHER (Institut Jean Monnet, France)

*Guided by Monnet's grandson, this workshop blends collective reflection and iconic quotations to rediscover the strategic genius of Jean Monnet. Explore how his method—based on vision, pragmatism, and unity—can elevate today's leadership practices in times of crisis and institutional uncertainty.*

## 16.00 COFFEE BREAK

**16.30** Closing Ceremony and award of the Druckman Prize for Negotiation Innovation.

**17.00** Concluding remarks from ENEA (European Negotiation Association).