

THE DYNAMICS OF GLOBAL HEALTH NEGOTIATIONS

THE GRADUATE INSTITUTE GLOBAL HEALTH PROGRAMME

SEMINAR LEADER OF MODULE 3





DR. RAYMOND SANER

Political psychologist and economist and Professor at the Economic Science Centre at Basle University, Switzerland. He teaches international negotiations to students enrolled in graduate studies in economics at Basle University and at Sciences Po, Paris (Master in Public Affairs) and at University of Geneva (International Organisation MBA, change management).


Coach and trainer in international negotiations (Brussels, Beijing, Berne, Bonn, Frankfurt, Geneva, Jakarta, Manila, New York, Paris, Rome, Taipei, The Hague). Author of simulation and training cases focusing on bilateral and multilateral diplomatic and trade negotiations and the “new diplomacy nexus” (governments vs business vs NGOs).

Sample of publications pertaining to negotiations:

Books:

-  *State Actor versus Non State Actor Negotiations* (2009, English)
-  Saner, R; “Trade Policy Governance through Inter-Ministerial Coordination: A source book for trade officials and development experts” Republic of Letters, Dordrecht, 2009.
-  *The Negotiation Expert* (2008, 3rd Ed, English)
-  Staehelin, Elke, Saner, Raymond, Wagner Beatrice, “*Negotiating environmental conflicts in the Alpine region: economic, social and legal aspects of the negotiation process*“, VDF Hochschulverlag AG, ETH Zürich, 2005

Book chapters and Professional Journals:

-  Yiu, Lichia, Saner, Raymond; “Poverty Reduction Strategy Papers (PRSP) and the Health Sector”, *Journal of Poverty Alleviation and International Development*, 1(2): 135-180, 2011, ISSN: 2233-6192



Saner, Raymond; “*Cyprus conflict and social capital theory: a new perspective on an old conflict*”, in Michaelene Cox, “Social Capital and Peace Building”, creating and solving conflict with trust and networks”, Routledge, London, 2009



Saner, Raymond, Yiu, Lichia; “*Business-Government-NGO relations: their impact of global economic governance*” in “Global Governance in Diplomacy: World Apart?”, Eds Edward Cooper, Brian Hocking, and William Maley; Palgrave McMillan, New York, 2008

Programme

20TH JUNE 2012

16.00	-	16.10	Programme Overview & Objectives.
16.10	-	16.30	Module I: “The New Diplomacies” and Typology of Negotiations and Bargaining Theory
16.30	-	16.40	Module II: Distributive Bargaining/ Fixed Sum of Values, Claiming Values
16.40	-	16.50	Module III: Integrative Bargaining/Variable Sum of Values, Creating Values
16.50	-	17.30	Exercise & Feedback
17.30	-	17.45	Module IV: Multilateral Negotiations
17.45	-	18.30	Trilateral Exercise & Feedback
18.30	-	19.00	Module V: Multilateral & Multiactor Negotiations Exercise: UNDR0 Text Negotiations
-	-	-	Dinner
20.00	-	20.30	Module VI: Introduction to Simulation “Art 13” Forming Groups
20.30	-	21.00	Preparing Negotiation Position and Strategy
21.00	-	21.30	Opening Reception (Lobbying I)
21.30	-	22.30	Pleenary I
22.30	-	23.00	Informals and Coffe Break (Lobbying II)
23.00	-	24.00	Pleenary II

21ST JUNE 2012

09.00	-	10.30	Feedback and Lessons learnt
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