

NÉGOCIATEURS DU MONDE (NDM)



Building Trust & Reconstructing Dialogue In Transition Countries

NEGOTIATORS OF THE WORLD (NOW)

NDM HISTORY

Négociateurs Du Monde (Negotiators Of the World), a non-governmental organization, offers a range of negotiation and mediation training and consulting services to national and international actors, who operate in the field. This organization is supported by the international reputation of the Institute for Research and Education on Negotiation in Europe (IRÉNÉ, ESSEC), created in 1996.

Alain Pekar Lempereur, S.J.D.
ESSEC Professor
IRÉNÉ Founder

Aurélien Colson, Ph.D.
ESSEC Professor
IRÉNÉ Director

IRÉNÉ delivers academic activities through publications, case studies, and conferences. To name a few recent ones:

- *Méthode de Médiation* (A. Lempereur, J. Salzer & A. Colson, ed. Dunod, 2008)
- *Méthode de Négociation* (A. Lempereur & A. Colson, ed. Dunod, 2004)
- *Crisis Negotiation* (conference at ESSEC, December 2004)
- *Training in Post-Conflict Countries. The Case of Burundi* (with H. Wolpe, conference at ESSEC, July 2004)
- *Talleyrand, Prince of Negotiators* (conference at the *Institut de France*, sponsored by the French Minister of Foreign Affairs, February 2004)
- *Négocier le développement durable pour la santé* (N. Drager, L. McClintock & M. Moffitt, WHO, CMG & IRÉNÉ, September 2003)
- *European Negotiation Sources* (conference sponsored by the French Ministry of Foreign Affairs, June 2003)
- *Negotiation in Europe: the Role of Think Tanks* (conference, A. Görgen, A. Colson, January 2003)
- *Médiateurs du Pacifique* (conferences with former Prime Minister M. Rocard, Harvard, ENA & ESSEC IRÉNÉ)
- *Towards A dialogue between Conflict Theories and Practices across Paradigms and Cultures* (IACM Proceedings & Conference at ESSEC, June 2001)

REFERENCES

Hereafter is a non-exhaustive list of representative training services on negotiation and mediation where our methodology has been tested and validated for international organizations, governments, and the academia **in over 50 countries**.

- Burundi Leadership Training Program (army, police, elections, union leaders) with the support of the World Bank, DFID, the European Commission and USAID
- ENA (French National School of Administration and International Institute of Public Administration)
- European Commission
- FAO (Food and Agriculture Organization of the United Nations)
- Foundation of Advanced Studies in International Development (Tokyo)
- Franco-Andine Mediation Service & Bogota Chamber of Commerce, Columbia
- International Relations Institute, Cameroon
- Lebanese University, Beirut
- Lotus Institute, HCMV, Vietnam
- NATO military officers for ISAF (Afghanistan)
- Office of Transition Initiatives (Burundi)
- Sadate Academy, Cairo
- UNITAR (United Nations Institute for Training & Research) in Caracas, The Hague, Nairobi, Tokyo, Vienna
- UNOB (United Nations in Burundi)
- World Health Organization (Congo, RD Congo, Tchad, Togo)
- World Trade Organization, with the Consensus Building Institute and FGV (Brazil)



Lotus Institute,
Vietnam

PARTNERSHIPS

Negotiators Of the World is a **member of the European Platform for Conflict Prevention and Transformation (EPLC)**. It participates to training and research projects in **Africa, Asia, and Latin America**. It has drawn expertise from IRÉNÉ partnerships with several universities and NGO's in **Europe** and in the **United States**, including the Harvard Program on Negotiation, the Woodrow Wilson Center (Washington) with Ambassador Howard Wolpe, the Dispute Resolution Research Center (Chicago), and Conflict Management Partners (Cambridge) with Liz McClintock. By confronting conceptual and practical models all over the world, *Negotiators Of the World* is building bridges between Europe and other continents in the field of mediation and negotiation.



Joining **NOW**

In order to expand its efforts to build trust and reconstruct dialogue among individuals and nations, *Negotiators of the World* invites you to become a program sponsor, financial contributor or to join our network of experts and political leaders.

For further information, please contact:

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METHODOLOGY

Our purpose is to deliver negotiation and mediation tools for practitioners.

The objective pursued by *Negotiators Of the World* is to provide new perspectives on traditional mediation and negotiation techniques. It aims at developing an original approach based on three major sources:

- 1 - **European classical texts** on diplomatic negotiation theories.
- 2 - **Contemporary literature** in negotiation, mediation and conflict resolution.
- 3 - **Anthropological and social studies** on traditional and renewed practices of negotiation and mediation.

Our research is served by teaching methods for adult education, based on participation, simulation, case studies and problem-solving.

At the end of a workshop, leaders go away with up-to-date facilitation methods that they can use immediately in their professional area of practice.

TALLEYRAND CONFERENCE



Javier Perez de Cuellar,
*former Secretary General
of the United Nations*,
Pierre Tapie, *ESSEC Dean*

From left to right:
Jean François-Poncet,
Jean-Bernard Raimond,
Hubert Védrine,
*former French Ministers of
Foreign Affairs*



MISSION AND VISION

Security, reconstruction and development in transitional societies rely on local, national, regional and international leaders working in the field. However, too often, the past, with its misunderstanding, distrust and even fear, impedes change towards stability, dialogue and democracy.

Our mission is to **build mediation and negotiation capacity for the key leaders – from governments, international organizations, academia, business, political and civic groups** – who contribute throughout the world to the security, reconciliation and good governance in transitional societies.

Through tailored training, *Negotiators Of the World* seeks to accompany nations and individuals at a crucial stage in order to make the **transition as efficient, smooth, and quick as possible**.

The success of our “action-training” is measured by the capacity of key leaders in transitional countries to **build trust, restore dialogic, and construct a shared vision for the future**.

BURUNDI LEADERSHIP TRAINING PROGRAM



Tina Robiolle,
and UNOB training

CORE PROGRAMS

Our mediation and negotiation techniques focus on three areas:

Security

Negotiators Of the World provides facilitation training to national and international, civil and military officers who work for peace keeping or peace making operations, for D.D.R. (demobilization-disarmament-reintegration) processes, CIMIC, police, or any security mission that contributes to the stabilization and rebuilding of national unity.

Political Democracy

We help build dialogue among all the key political leaders involved in the political process. It implies training for public officials and representatives, working on issues of good governance, the organization of free elections, monitoring and institution building, commissions of reconciliation or inquiry, and human rights promotion.

Humanitarian, Economic, and Social Development

Our training also help national and international staff build negotiated partnerships between donors and recipients, in order to mobilize resources and coordinate aid for economic and social reforms, namely in the resettlement of refugees and displaced persons.

LEBANESE UNIVERSITY, BEIRUT



Ricardo Perez Nückel, *and the participants of his negotiation workshop*

EXPERTISE

Our training workshops on negotiation and mediation techniques are based on a **distinctive approach**:

Our training integrates regional culture.

Techniques of dialogue need to be anchored in, and adjusted to, local contexts, in order to take into account good practices. Our role is to connect these practices to updated facilitation processes.

Our training is supported by technical expertise.

We rely on a network of civilian and military experts specialized in security, humanitarian and development issues. This way we can more easily address the specific challenges that participants face in their daily professional activities. A field approach is key to our credibility.

Our training builds upon social and political legitimacy.

Communication techniques lead to effective results only if there is actual buy-in of the leaders who participate in our workshops. Support to, and ownership of, the training process by participants themselves and beyond grant legitimacy to our multicultural methodology.

COMMUNITY-BASED LEADERSHIP PROGRAM



Liliane de Andrade, *and a group of midwives*