

## **SIRENE N° 32**

**Séminaire Interdisciplinaire  
de Recherche et d'Échanges sur la Négociation**

# **NEGOTIATION TEACHING TOOLS: WHAT PROSPECTS FOR THE FUTURE?**

**Monday 15 October 2012**

**3:30 p.m. - 6:30 p.m.**

**Essec Executive Education (Amphi 103)  
CNIT, Paris La Défense**

**Aurélien COLSON**

*Associate Professor at ESSEC Business School and IRENE Director*

**Daniel DRUCKMAN**

*Professor at George Mason University (USA)  
and Distinguished Scholar, University of Southern Queensland (Australia)*

**Martin EUWEMA**

*Professor at Leuven University (Belgium)*

**Francesco MARCHI**

*Researcher and Trainer at ESSEC IRENE*

**Also introducing the  
Negotiation Clearinghouse @ ESSEC IRENE**

## NEGOTIATION TEACHING TOOLS: WHAT PROSPECTS FOR THE FUTURE?

- 15h30 Welcome & Introduction**  
Aurélien COLSON,  
*Associate Professor of Political Science at ESSEC, IRENE Director*
- 15h40 “Simulation Design: Negotiation Learning Gains”**  
Daniel DRUCKMAN,  
*Professor of Public and International Affairs at George Mason University  
and Distinguished Scholar at the University of Southern Queensland*
- 16h10 “Teaching Negotiation to French Diplomats”**  
Aurélien COLSON
- 16h30 “Teaching Negotiation at the University:  
the Experience of the European Council S(t)imulation”**  
Francesco MARCHI,  
*Researcher and trainer at ESSEC IRENE*
- 16h50 “Teaching Professionals to Bring Third Party Facilitators to the Table”**  
Martin EUWEMA  
*Professor of Organizational Psychology at the University of Leuven, Belgium*
- 17H10 “A new tool for teaching: The Negotiation ClearingHouse @ ESSEC IRENE”**  
Aurélien COLSON & Francesco MARCHI
- 17h30 Debate with the audience, Q&A**
- 18h30** End of the seminar

## SPEAKERS' BIOGRAPHIES



**Aurélien COLSON** – Associate Professor of Political Science at ESSEC Business School, Director of ESSEC IRENE Paris & Singapore. He has taught negotiation, change management, and leadership at ESSEC for MBA students and corporate executives since 1998. He coordinates negotiation trainings at the French Ministry of Foreign Affairs, the *Ecole Nationale d'Administration* (since 2002), and for the European Commission. *Grand Prix* 2008 of the *Institut de France*.



**Daniel DRUCKMAN** – Professor of Public and International Affairs at George Mason University and Distinguished Scholar at the University of Southern Queensland. He has been Visiting Professor in several foreign universities. A prolific researcher with numerous publications, Daniel Druckman was the recipient of the 2003 Lifetime Achievement Award from the International Association for Conflict Management (IACM), and served as the Association's President.



**Martin EUWEMA** – Full Professor of Organizational Psychology at the University of Leuven, Belgium. He is specialised in conflict management, industrial relations, and organizational change. He delivers trainings in mediation and conflict management and advises teams going through conflicts or a transition. He is co-director of the Leuven Centre for Collaborative Management, and past-president of IACM.



**Francesco MARCHI** – Research and training officer at ESSEC IRENE Paris & Singapore. He is in charge of the "Negotiators of Europe" research and training programme. He designs and delivers training on negotiation in several European institutions (European Commission, General Secretariat of the Council, EEAS), and the French Ministry of Foreign Affairs. He teaches courses on negotiation at ENA, Sciences Po Paris, St-Cyr, and the University of Catania (Italy).

## THE NEGOTIATION CLEARINGHOUSE @ESSEC IRENE

### ***Negotiation Clearinghouse @ESSEC IRENE***

*"Simulations and role-plays to address real challenges"*

The Negotiation Clearinghouse @ ESSEC IRENE is a new platform created to share innovative tools for teaching negotiation, mediation, and conflict resolution. Our simulations and role-plays are ***designed by selected academics and practitioners willing to share state-of-the art research and proven best practices***. These interactive exercises will help you get prepared to address the real challenges of a globalised world in your university, in your team, in your firm, in your organisation, whatever the sector you operate in.

The Negotiation Clearinghouse is born from the necessity to ***offer a wider set of teaching tools with a real European and interdisciplinary perspective***, able to blend together expertise and challenges from different fields: private and business sector; international relations, diplomacy, politics and public administration; industrial relations; civil society and NGO.

Our simulations are the product of a constant dialogue between academic research and practitioners on the field, under the guidance of an ***International Academic Committee***. If you share our motto – *"Simulations and role-plays can help address real challenges"* – do not hesitate to get in touch and ***submit your proposals*** ([irene@essec.fr](mailto:irene@essec.fr)).

## PRESENTATION OF ESSEC IRENE

Since 1996, and following operations in 62 countries to date, **ESSEC's Institute for Research and Education on Negotiation (IRENE Paris & Singapore)** has developed as a centre of expertise in negotiation, conflict resolution, mediation, stakeholders' dialogue and the societal impact of corporations on fragile communities. IRENE is reputed for its research activities and publications translated in 9 languages; its post-conflict grassroots operations to restore dialogue ("Negotiators of the World" programme, member of EPLO); as well as its educational and capacity-building programmes designed and delivered for a wide range of higher education institutions, companies, public administrations, and international organizations. Our permanent team is interdisciplinary, and includes 7 different nationalities. Since 2010 we have developed a branch in Singapore, IRENE ASIA. Director: Aurélien Colson, PhD, Associate Professor of Political Science at ESSEC – irene.essec.edu

## PRESENTATION OF SIRENE SEMINARS

**ESSEC IRENE** has organised since 2007 an interdisciplinary research seminar on negotiation (**SIRENE**). Research is a key issue for negotiation insofar as it contributes to the generation of original concepts, the academic recognition of this multidisciplinary field and, through PhD students, the emergence of a new generation of researchers. To achieve these objectives, the exchange between researchers as well as between researchers, trainers and practitioners, offers a stimulating path. Negotiation needs places and moments in which ideas cross-fertilize, and where best practices are shared. SIRENE is open for those who want to contribute to collective reflection on negotiation, its stakes and its challenges. Participants come from many different academic institutions such as CERI, Cleveland State University, CNAM, CNRS, ENSTA, ESSEC, European University Institute (Florence), ESC Lille, ESCP, LSE, INSA (Lyon), INSEAD, Polytechnique, Sciences Po Paris, Sciences Po Lille, universities of Cambridge, Catania, The Hague, Liège, Lyon III, Minnesota, Montréal, Paris (I, II, V, VIII, IX), Oxford, Sherbrooke, Stanford, Stellenbosch, Tilburg, etc.

## NEXT SEMINARS

**SIRENE n° 33, 19 novembre 2012**

**Vin et négociation : perspectives croisées Europe-Asie**  
*(In partnership with the Académie diplomatique internationale)*

**SIRENE n° 34, 7 décembre 2012**

**La contribution de l'analyse historique à l'étude de la négociation**

Academic coordination: Prof. Aurélien Colson & Dr. Francesco Marchi (marchi@essec.fr)

In partnership with the Journal

*Négociations*

## VENUE AND REGISTRATION

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|---------------------|---|
| <b>Venue</b>        | <b>Amphi 103, Essec Executive Education – CNIT, Paris la Défense</b><br>Métro (line 1) or RER (line A) Station "Grande Arche de la Défense"         |
| <b>Registration</b> | Due to the limited number of places available, please register by sending an email to Mrs. Brigitte LEROUX (irene@essec.fr) before 10 October 2012. |

[www.essec-irene.com](http://www.essec-irene.com)