

Consensus Building and Negotiation for Leaders in Inclusive Market Systems

In our interconnected world, solving problems demands more of leaders than ever before: innovative stakeholder engagement, conflict resolution, and strategic collaboration.

**Thu. April 11 &
Fri. April 12, 2019
9:00 am - 5:30 pm**

Crystal Gateway
Marriott Hotel
Arlington, Virginia
(Washington, DC)

The SEEP Network is partnering with the Consensus Building Institute (CBI) to offer an executive level course on negotiation and consensus building.

This course is designed to address the needs of senior leaders in SEEP member organizations and partners at the forefront of organizational strategy, and multi-stakeholder alliances with civil society, government, and the private sector.



Course Design

Is your collaboration with strategic partners yielding the best possible outcomes for your organization and the people you serve?

This training will be designed based on interviews with selected SEEP Network senior leaders, to make it directly applicable to your ongoing work. Interviews with CBI trainers will explore your negotiation and consensus building contexts, issues and stakeholders you deal with; your current practices; and perceived areas of strength and needs for development. Cases and role play simulations are tailored to help build skills and solve particular puzzles senior leaders are facing.

Through contextualized learning, you will reflect on current challenges you and your peers are facing with guidance from CBI experts.

Using the principles from the Mutual Gains Approach (MGA) to Negotiation developed by the Program on Negotiation at Harvard Law School, this course strengthens capacity to institutionalize learning from collaboration and negotiation experience, and systematically improve individual, team, and organizational performance. The MGA emphasizes collaborative, cross-functional preparation for negotiation; careful analysis of alternatives, interests, options and relationships; the intentional creation of value; the effective management of trade-offs in the process of reaching agreement; and the creation of mechanisms to promote implementation.

The course is designed to fulfill **four strategic objectives**:

1

Identify key consensus building and negotiation challenges for participating leaders and their organizations

3

Practice application of negotiation and consensus building skills to participating leaders' cases and issues

2

Clarify the core principles, strategies and skills needed for successful negotiation and consensus building

4

Develop approaches to develop a culture of collaboration to advance organizational priorities



Our training with CBI went beyond standard negotiation and facilitation training and helped us systematically think about bringing multi-stakeholder groups together. CBI's thoughtful case studies helped us explore, in a systematic way, the multiple incentives every organization or stakeholder brings to the table. CBI gave us practical tools to anticipate and resolve difficult subjects, and as a result, left us much more confident about our abilities in negotiation. ”

— Samir Khan, Senior Manager
Strategy & Learning, Mastercard Foundation



Workshop Topics

- Mutual Gains Approach to negotiation: a framework for generating positive results
- Using stakeholder assessment as a basis for negotiation and consensus building
- Dynamics of multi-party negotiations and strategies for building consensus
- Building and maintaining relationships in the negotiation process
- Dealing with difficult counterparts in negotiation and consensus building
- Negotiating effectively across cultures with diverse stakeholders
- Creating organizational competence in negotiation and consensus building

Training Activities:

- Introductory exercises that highlight core challenges in negotiation
- Overview of the Mutual Gains Approach
- Tailored negotiation vignettes and role play for skills practice and feedback
- Overview of multi-stakeholder consensus building
- Consensus building practice using a more complex multi-party simulation and/or case studies with tools and vignettes for discussion
- Strategy Clinic/Action Planning session where participants identify ways to apply strategies and tools from the workshop to their own ongoing work



Certificate Issued

Upon completion of the course, participants will receive certificates of completion issued by the Consensus Building Institute, the MIT-Harvard Public Disputes Program and The SEEP Network.

“ CBI prepares for every engagement and presents trainings that are applicable to different audiences, cultures, and settings. It is remarkable how tuned-in and effective CBI leaders are. They are knowledgeable, committed, and always willing to go the extra mile to support us in delivering on our objectives. ”

— Patrick van Weerelt
Head of Office, UNSSC Knowledge Centre for
Sustainable Development, Bonn, Germany



About CBI



CBI, the Consensus Building Institute, is a nonprofit organization with decades of experience supporting leaders and managers who have direct responsibility for key negotiations, and collaborations to solve complex problems. They offer assessment, training, coaching and advising services that produce meaningful changes in behavior and business practice, and are also actively involved in mediating challenging conflicts around the world, involving corporate, public, and civil society stakeholders. CBI's highly skilled and experienced team helps organizations with mediation, capacity building and multi-stakeholder engagement, reaching better agreements and the creation of a culture of collaboration.

About The SEEP Network



SEEP is a collaborative learning network. We support strategies that create new and better opportunities for vulnerable populations, especially women, to participate in markets and improve their quality of life. For over 30 years, our members have served as a testing ground for innovative strategies that promote inclusion, develop resilient markets, and enhance the livelihood potential of the worlds' poor.

SEEP engages experienced and innovative organizations to collectively tackle some of the most difficult challenges facing the world today: poverty, gender inequality, food insecurity, and the impacts of natural disasters and conflict. SEEP members represent a diverse mix of organizations active in 150 countries in Africa, Latin America, Asia, and the Middle East.

About the Facilitators



David Fairman is Managing Director at the Consensus Building Institute and Associate Director of the MIT-Harvard Public Disputes Program. He trains and coaches leaders to enhance their negotiation and collaboration skills, designs and facilitates consensus building processes, and researches the application of negotiation and consensus building tools to challenging organizational issues.

David applies his skills in several practice areas. He leads CBI's Global Development practice, working with governments, multilateral development agencies, businesses, NGOs and other national partners to institutionalize collaborative approaches to planning, policy and project decision-making. He also facilitates collaboration and consensus building efforts on social and economic policy in the US, and with corporate clients in the technology and pharmaceutical sectors.

David is a member of the Board of the Sustainability Challenge Foundation, founding board member of the Alliance for Peacebuilding, Steering Committee member of the ACCESS Company-Community Dialogue Facilitators Forum, and life member of the Council on Foreign Relations. He holds a Ph.D. in Political Science from MIT and a B.A. summa cum laude from Harvard College.



Toby Berkman is a Senior Associate at CBI and affiliated faculty at the Program on Negotiation at Harvard Law School. He has been working in the field of dispute resolution since 2003 as a mediator, facilitator, negotiation trainer and coach, and researcher.

Toby teaches courses on negotiation, dispute resolution, and collaborative problem solving to law students, executives and professionals from around the world, and helps organizations and stakeholders resolve conflict and collaborate more effectively around difficult public issues. He works in a variety of practice areas, including Internet technology, land use, climate change, environmental restoration and conservation, renewable energy, oceans and water resources, and international development, peace, security, and human rights.

An attorney by training, Toby is a certified mediator in the Commonwealth of Massachusetts and a member of the Association for Conflict Resolution and the American Bar Association. He was admitted to the New York bar in 2013. Toby received his J.D. magna cum laude from Harvard Law School in 2010, where he was an editor of the Harvard Law Review and a mediator with the Harvard Mediation Program. He also received a Masters in Public Policy from the Harvard Kennedy School of Government in 2010, where he was awarded the Zuckerman Fellowship for academic excellence and commitment to public service. He earned his bachelors degree cum laude from Harvard College in 2002.

CBI Training and Consulting Clients

In recent years, our senior staff has provided training and advice to more than 10,000 senior leaders and managers and worked to improve negotiation skills capabilities in large global organizations. CBI has worked with a wide range of global development organizations and learning institutions including, among others:



“ Through his excellent facilitation skills, David Fairman from CBI has been instrumental in leading workshops among parties that may have differing perspectives or motivations. His demeanor and technical understanding of environmental and social issues as well as his emotional intelligence to understand the dynamics among participants has led to successful and meaningful outcomes.”

– Susan C. Holleran, Senior Knowledge Management Officer, IFC



Registration

Individuals interested in the course are requested to complete a brief form by Feb. 11.

You will be informed of the status of your application within two business days.

[Apply for course](#)

| Pricing | Members | Non-Members |
|---|----------------|----------------|
| Early Bird <i>(ends 2/15)</i> | \$2,245 | \$2,695 |
| Standard | \$2,495 | \$2,995 |

Participants are responsible for the course fee and any associated travel and lodging costs.

Confirmed participants may proceed with registration. [Pay course fee](#)

Preferential pricing at a rate of \$251 per room night at the venue is available.

Book your room at the Crystal Gateway Marriott [Reserve hotel stay](#)

The SEEP Network

1621 N. Kent Street
Suite 900
Arlington, VA 22209
USA

+1 202 534 1400

✉ seep@seepnetwork.org

🌐 seepnetwork.org

🐦 [@TheSEEPNetwork](https://twitter.com/TheSEEPNetwork)

