

CODE
A301409

Title:
Training programme on Social Dialogue and
Negotiation Skills for social partner representatives
of Asia

Language
of the course:
English

from: 16/02/09
to: 19/02/09

International
Training Centre of
the ILO, Turin



International Training Centre

Activity Manager: Jeanne Schmitt • Course Secretary: Barbara Maino

Time	Monday 16	Tuesday 17	Wednesday 18	Thursday 19
	Social Dialogue Practices and Processes	Negotiation Skills Training		Practice and Conclusions
9:00–10:30	Opening Session (Nippierd, Barbieri, Schmitt) GROUP EXERCISE on the functioning of social dialogue	Key elements for effective negotiation (Brand, Steadman)	The negotiation process (Brand, Steadman)	Identifying and practicing the behaviours of effective negotiators (Brand, Steadman)
10:30-10:45	Coffee break			
10:45– 12.30	Social Dialogue: what is it? what is at stake? what's in it for us? (Amerisinghe, Kumar)	Obstacles to effective negotiation	Costs and benefits of different styles of negotiating	Negotiation Role play
12:30–13:30	Lunch			
13:30–15:00	Presentation of the online survey results (Dasanayaka) GROUP EXERCISE on review of current practices in the region	Approaches and processes in managing conflict and resolving disputes	Reality testing	The specific challenges of enterprise level social dialogue (Gabaglio, Dasanayaka)
15:00–15:15	Coffee break			
15:15-17:15	Presentation and Discussion on Role of the Social Partners, the ILO and Government for improved social dialogue Sharing of experiences from other countries (Amerisinghe, Dasanayaka)	Exploring outcomes in negotiation	Mandating dynamics and negotiation interface How to move to effective negotiations	Conclusions and evaluations (Nippierd, Kumar, Schmitt)