

Strategic Management & Negotiation Skills Training Courses

10 - 16 May, 2026

- Early Bird Application Deadline: 10 February, 2026

- Late Application Deadline: 10 April, 2026

Venue: Basel, Switzerland + Sightseeing Trip to Luzern / Boat Trip in Luzern Lake



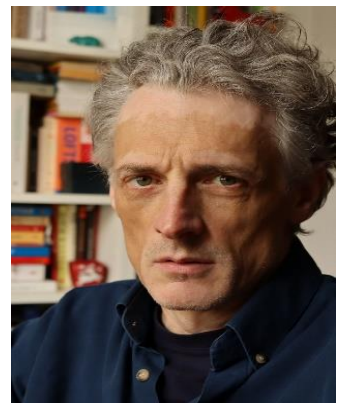
We bring together Academic Institutions, State, Private & Public Sectors

Key Facts of Program

- Arriving Day of Participants: 10 May, 2026
- Departure Day of Participants: 16 May, 2026
- Class Days: 11, 12, 13 & 14 May, 2026
- Free Day: 15 May, 2026
- Start Time: 09:00 AM
- End Time: 16:45 PM
- Language of instruction: English

LECTURER: Doc. Dr. Aleksandar Weisner

Dr. Aleksandar Weisner is Assistant Professor at European Center for Peace and Development/University for Peace UN. He is an experienced international trainer for strategic management and negotiation. He has worked as a consultant, trainer, and evaluator for numerous international organizations (HELVETAS Swiss Intercooperation, UNICEF, OSCE Mission to Serbia, People in Need...), and has trained civil servants in state administrations as well as managers of civil society organizations across Europe, Asia, and Africa.



Training Course: Strategic Planning & Strategic Management (2 Class Days)

Meeting risks, responding to change, and addressing the developmental opportunities that the future brings are among the greatest challenges for leaders and managers.

This course is designed to equip participants with advanced competencies and to strengthen their professional performance across the core domains of strategic planning, leadership, and management.

The training course supports organizational growth across a wide range of leadership and management contexts, including business, public administration, research, professional services, the creative industries, and more.

Some of the crucial competences in strategic planning, management, and leadership that the participant will gain from the training course are (a) the ability to identify the most influential external and internal forces shaping future change, (b) understanding their dynamics and interaction, and (c) knowledge and readiness to respond effectively. This is the course's first objective.

The second training course objective is to develop competencies for anticipating, planning, and managing changes — whether desirable or undesirable — including those related to human resources, organizational culture, intragroup conflicts, or resistance to change.

Training Course: Negotiation (2 Class Days)

Regardless of the professional context in which they encounter challenges - business, public administration, research, professional services, the creative industries... - negotiation is one of the key skills that leaders and managers need every day. In today's fast-changing world, negotiation is even more than a skill — it's a core complex of competency for leadership, career success, and organizational growth.

In addition to providing foundational knowledge of negotiation techniques, styles, analytical tools, and methods, the course enables participants to develop specific competencies directly applicable to negotiation tasks, including conflict resolution, integrative strategic planning, and strategic management.

By strengthening negotiation competencies, leaders and managers enhance their ability to successfully address challenges in both professional careers and organizational development. For this reason, negotiation skills represent a core competency for lifelong learning and for effective preparation to meet the changes of the future.

Each Class Days Program Details & Name of Topics for total 4 Whole Class Days

I Day Environmental Analytics & Strategic Positioning (the subtopic is related to the application of techniques for in-depth analysis of the socio-economic environment, which is necessary before determining the course of action and taking strategic positions).

II Day Organizational Culture and Organizational Structure & Strategic Communication (the lessons are related to the dynamics and interdependence of organizational culture and structure. The second part of the lessons relates to strategic communication as part of strategic management).

III Day Negotiation analytics, techniques and styles (practical tools and techniques for preparing and conducting effective negotiations)

IV Day Negotiation strategy & negotiation team roles and tasks (the main subtopics of the day are related to exploring and learning about conceptualizing and creating a strategy for successful negotiation, and what roles and tasks the members should have and do in a negotiation).

Methodologies

The four-day program applies interactive learning methods and participant-tailored tasks, with educational materials adapted to each participant's educational background, professional experience, and learning needs.

A) Lectures & Theory
D) Experience Sharing

B) Presentations
E) Case Studies

C) PowerPoint Presentations
F) Simulation Exercises

Eligible Participants

A broad range of the interested participants from various countries within the fields mentioned below can apply to the **Training Courses**:

- Representatives of Government Institutions, Diplomatic Missions and Courts
- Representatives of Business Institutions and Private Sector
- Representatives of Religious Organizations and Political Parties
- Representatives of IOs, INGOs and Local NGOs
- Representatives of Universities, Academic Staff, Researchers and Students
- Representatives of Media Institutions
- Lawyers, Mediators, Coaches, Mentors and Peacebuilders
- Other interested individuals

Alumni Participants represented State Institutions, Embassies, Private Institutions, Universities, Swiss Government, Australian Government, Romanian Government, UK Government, European Union, European Investment Bank, Asian Development Bank, African Union, United Nations, UNWOMEN, IOM, UNDP, UNICEF, ICRC, Peace Brigades International, Soros Foundation, Deutsche Gesellschaft für Technische Zusammenarbeit, Medecins Sans Frontieres, Welthungerhilfe, Save the Children and etc. institutions and also individuals (Students, Researchers, Philanthropists, Trainers, Teachers, Scientists, Activists, Journalists and etc.).

Scholarship

IPD offers support for most needed potential participants in the form of reduced participation fees.

If you wish to request a discounted participation fee amount, please write your request briefly via email before or during the application submission period.

Unfortunately IPD scholarship program does not cover all of the participation fee and international travel expenses. There have following discount opportunities:

- 10% discount for Alumni of IPD programs
- 10 % discount for Students (Valid with actual Student Card)
- 10% discounts for small NGO representatives (Valid with Organizational Reference Letter)
- 10% discount for paying together with group of participants (More than 2 person)
- 10% discount for Annual **ProPeace** Members (For registration please visit www.ipdinstitute.ch)

Participation Fee: All the fees stated below are calculated per participants.

- Early Bird Application Fee with Single Room: 2250EUR
- Early Bird Application Fee with Double Room: 1800EUR
- Early Bird Application Fee without Accommodation & Breakfast: 1550EUR

- Late Application Fee with Single Room: 2550EUR
- Late Application Fee with Double Room: 2200EUR
- Late Application Fee without Accommodation & Breakfast: 1850EUR

Participation Fee includes

- Accommodation
- Two Meals per class day (Breakfast & Lunch expenses included in the fee)
- Course & Stationary Materials (Badge, File, Notebook and Pen)
- Free WiFi
- Program Fee
- Certificate
- Cables and adapters
- Coffee-Tea breaks per class days

- Invitation Letter
- Application Fee
- Free **BASELCARD** for who is paid for Accommodation for whole training period which includes
 - ❖ FreeUse of public transport in Basel City
 - ❖ Free WiFi at 17 hotspots
 - ❖ A one-time 50% discount on
 - admission to museums (incl. special exhibitions)
 - entry to Basel Zoo
 - admission to Theatre Basel (only applies to tickets purchased at the box office)
 - 2-hour tour on the sightseeing bus
 - walking tour of the old town
 - scheduled trips on cruises offered by Basler Personenschiffahrt

B) Additional Expenses: Unrefundable

- Additional Single/Double room stay includes breakfasts & local city transport ticket: Available upon request
- Welcome meeting in Basel Airport, Personal Driver and transfer to hotel: 130EUR per person

Cancellation Rules & Procedure

Below stated high cancellation prices stated because of to prevent the mass application submission of non-serious people and prevent the financial risks of accommodation expenses.

Please note that after submission of the application, any participation cancellation until **25 March, 2026** the charge will be **750€** from the paid participation fee for the administrative charges.

For participation cancellation between **25 March, 2026** and **5 May, 2026** the charge will be **1350€** (not including bank transfer and exchange rates costs) for the participants from the paid participation fee for the administrative charges.

For participation cancellation after **5 May, 2026**, there will be no refund on the paid participation fee.

Participant responsible to inform IPD directly by email or post about his/her participation cancellation.

Event Place & Accommodation

Please note that because of the availability of limited number of Accommodation rooms for IPD in our partner **Hotel Rheinfelderhof** where the Project Management Courses will be held and that is why we strongly advice applicants do they best to register for Program as soon as possible for we book the relevant room on time.

Event Place & Accommodation

Hotel Rheinfelderhof

Hammerstrasse 61, 4058 Basel, Switzerland

www.rheinfelderhof.ch



IPD Bank Account

Beneficiary's Name: Institute for Peace and Dialogue (IPD)

Bank Name: PostFinance Ltd

Bank Address: Mingerstrasse 20, 3030 Bern, Switzerland

Account number: 91-577724-2 EUR

IBAN: CH 27 0900 0000 9157 7724 2

SWIFT code: POFICHBEXXX

Organizer

Institute for Peace and Dialogue (IPD) is an independent, international non-profit and non-religious education and research institute located and registered in Basel, Switzerland where it dedicates itself in the promotion of the peace education and prevention of conflicts between and within states, organizations and individuals by implementing academic programs and strengthening institutional dialogue between state institutions, private entities and civil society organizations.

IPD invites state institutions, companies, INGOs, think tank centres, researchers, media and interested public actors to the cooperation and implementation of creative, innovative, effective and sustainable initiatives for the sake of empowering constructive intercultural dialogue, mediation, global governance, leadership responsibility, peaceful conflict transformation, active world citizenship, human rights defence, security and welfare.

Our Vision

Our vision is the education of an institutionalized civil society platform in peace-building, mediation, conflict transformation and intercultural dialogue, to convey a peaceful approach and behavior.

Our Mission

Our mission is to empower state, public and private institutions capacities in peacebuilding, conflict resolution, mediation and intercultural dialogue fields to build up a solution-oriented positive thinking in their work, community and family in order to have institutional impact for the sake of whole society development.

IPD Academic Programs

- 6th International Winter Academy: 17 - 25 November, **2026** in Basel, Switzerland
- 16th International Summer Academy: 4 - 14 August, **2026** in Basel, Switzerland
- Baku Summer Academy: 6 - 12 July, **2026** in Baku, Azerbaijan
- Project Management Training Courses: 24 - 30 May, **2026** in Basel, Switzerland
- Strategic Management Training Courses: 10 - 16 May, **2026** in Basel, Switzerland
- Diplomacy & International Relations Training Courses: 5 - 11 January, **2026** in Basel, Switzerland
- 5th International Winter Academy: 16 - 26 November, 2025 in Basel, Switzerland
- Project Management Training Courses: 19 - 25 October, 2025 in Basel, Switzerland
- 15th International Summer Academy: 5 - 15 August, 2025 in Basel, Switzerland
- Summer Academy: 1 - 10 July, 2025 in Baku, Azerbaijan
- Project Management Training Courses: 10 - 16 May, 2025 in Luzern, Switzerland
- 4th International Winter Academy: 17 - 27 November, 2024 in Basel, Switzerland
- 14th International Summer Academy: 5 - 21 August 2024 in Basel, Switzerland
- 3rd International Winter Academy: 21 - 29 November, 2023 in Basel, Switzerland
- 13th International Summer Academy: 7 - 21 August 2023 in Basel, Switzerland
- Capacity Building Training Course: 19 - 26 December, 2022 in Basel, Switzerland
- Executive Training for Nigerian Senior State Officials: 30 November - 6 December, 2019 in Basel, Switzerland
- 1st & 2nd Basel Global Peace Conference: 4 & 13 August, 2019 in Basel, Switzerland
- 12th International Summer Academy: 13 - 22 August 2019 in Basel, Switzerland

- 11th International Summer Academy: 4 - 13 August 2019 in Basel, Switzerland
- 2nd International Autumn Academy: 27 October - 03 November, 2018 in Zug, Switzerland
- 10th International Summer Academy: 25 July - 03 August 2018 in Zug, Switzerland
- 9th International Summer Academy: 16 - 25 July, 2018 in Zug, Switzerland
- 1st International Spring Academy: 5 - 12 May, 2018 in Zug, Switzerland
- 1st International Autumn Academy: 29 October - 04 November, 2017 in Zug, Switzerland
- 8th International Summer Academy: 11 - 20 August, 2017 in Zug, Switzerland
- 7th International Summer Academy: 20 - 29 August, 2017 in Zug, Switzerland
- 2nd International Winter Academy: 17 - 26 February, 2017 in Zug, Switzerland
- 6th International Summer Academy: 19 - 29 August, 2016 in Zug, Switzerland
- 5th International Summer Academy: 9 - 19 August, 2016 in Zug, Switzerland
- 1st International Winter Academy: 15 - 25 February, 2016 in Zug, Switzerland
- 4th International Summer Academy: 17 - 27 August, 2015 in Zug, Switzerland
- 3rd International Summer Academy: 07 - 17 August, 2015 in Zug, Switzerland
- 2nd International Summer Academy: 17 - 27 August, 2014 in Zug, Switzerland
- 1st International Summer Academy: 01 - 11 September 2013 in Vienna, Austria

Contact person for any questions

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Director

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Like & follow us on Facebook

https://www.facebook.com/Institute-for-Peace-Dialogue-105141534911793/?ref=page_internal

If you have any problem to contact with us via your office email, then please try to write us via online contact form or via your personal email or via LinkedIn or via Skype and inform your IT Department about the existed technical problem

We are looking forward to seeing you in our Diplomacy & International Relations

IPD Training Programs: Theory - Practice - Research - Exchange - Networking – Contribute

