



*Central Asia- Caucasus Institute  
Silk Road Studies Program*

**Negotiation, Conflict Management and Coalition Building Training**  
Ulaanbaatar, Mongolia, January 22 – 25, 2007

**Conference Venue:**

Mongolian Secret History Tourist Camp

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**ANNOTATED AGENDA**

**Monday, 22 January 2007**

- 15.20 Arrival of Dr. Niklas Swanström and Mr. Robert Nilsson in Ulaanbaatar airport  
16.30 Meeting with professor T.Lkhagva the rector of Academy of Management  
17.30 Departure for Mongolian Secret History Tourist Camp by bus  
19.00 Informal welcome dinner

**Tuesday, 23 January 2007**

- 07.00-08.30 Breakfast
- 09.00-10.00 Welcome  
The Mongolian perspective: Historic & Religious Background  
Participant Expectations
- 10.00-11.00 Introduction to Conflict Management and Negotiation.  
- Definitions of Concepts within Conflict Management and Negotiation  
- Interest groups and Actors  
- Communication and Perceptions  
- Interest and Value Differences  
- Motivations in setting of Outcome Interdependence  
- Structural and Direct Methods of Conflict Management

- 11.00-11.30 Coffee
- 11.30-12.00 Introduction to Conflict Management and Negotiation, continued.
- 12.00-13.00 Lunch
- 13.00-15.00 Group Exercise I
- 15.00-15.30 Explanation and Discussion on Group Exercise I
- 15.30-16.00 Coffee
- 16.00-17.00 Interests and Values  
 - Identification of Interests' and Values' Differences  
 - Creating Collaborative Values among Actors
- 17.00-18.00 Group Exercise II
- 19.00 Dinner

**Wednesday, 24 January 2007**

- 07.00-08.30 Breakfast
- 09.00-10.00 Explanation and Discussion on Group Exercise II
- 10.00-11.00 Managing Difficult Conversations  
 - Types of Conversation
- 11.00-11.15 Coffee
- 11.15-12.30 Negotiation  
 - Strategy, Tactics of Negotiation  
 - The Role of Debate in Negotiation  
 - The Effectiveness of Different Offer Strategies in Bargaining
- 12.30-13.30 Lunch
- 13.30-14.30 Confidence Building Measures  
 - Building Trust  
 - Collaboration
- 14.30-15.00 Group Exercise III
- 15.00-16.00 Coffee, Explanation and Discussion on Group Exercise III
- 16.00-17.30 Discussion and Lessons Learned, Conclusion and Next Steps
- 19.00 Dinner

**Thursday, 25 January 2007**

07.00-08.30 Breakfast

09.00 Departure by bus back to Ulaanbaatar