

Doha World Negotiation Day Agenda

Sheraton Grand, Doha, Qatar, 9 December 2024

15:00 **Opening Ceremony**

- H.E. Mr. Mubarak Al-Kuwari, Executive Director, Ministry of Foreign Affairs, Executive Director, Doha Forum

15:15 **Round Table 1: International Negotiation in an Age of Disruption**

In an era marked by geopolitical tensions, economic shifts, and technological disruptions, the art of international negotiation faces new challenges. This panel will explore the adaptive strategies, skills and mindsets utilized by negotiators to navigate complexities, bridge divides, and drive impactful global solutions.

Moderator: Ms. Maria Edera Spadoni, Senior Fellow, United Nations Institute for Training and Research (UNITAR)

Speakers:

- H.E. Ms. María Fernanda Espinosa Garcés, Former President of the UN General Assembly, Former Minister of Foreign Affairs and Former Minister of National Defense of Ecuador
- Mr. Miguel Bautista, Secretary of the Trade and Development Board, Director for Intergovernmental Outreach and Support, UNCTAD
- Mr. Ahmed Essa Al-Sulaiti, Director, Office of the State of Qatar to the World Trade Organization and Other Economic Organizations, Geneva, and President of the International Law Association - Gulf Cooperation Council Branch

16:15 **Coffee Break**

16:30 **Round Table 2: The Complexity of Bilateral Negotiations**

In our increasingly complex and globalized world, bilateral negotiations offer a key focused, constructive and flexible environment for reaching agreements. With the ability to foster direct communication, establish economic and political cooperation and build trust between stakeholders, bilateral negotiation remains a fundamental method in reaching mutually beneficial outcomes. This panel will focus on the complexities of bilateral negotiations, analyzing the impacts of power imbalances, changing circumstances, time constraints and cultural and communication barriers on the bilateral negotiation process.

Moderator: Mr. Marwan Mery, CEO and Co-founder of ADN group

Speakers:

- Ms. Joelle Germanier, Executive Director, Centre of Competence on Humanitarian Negotiation
- Mr. Kirk Kinnell, Professional Negotiator, Former Chief of Negotiation at Scotland Yard
- Mr. Julien Morel, Supply Chain & Logistics Director, Parfums Christian Dior (LVMH)

17:30 **Award Ceremony and Closing Speeches**

- Mr. Rabih El-Haddad, Director, Division for Multilateral Diplomacy
- Doha 'Best Negotiator of the Year 2024' Award recipient

17:45 **Reception**

Contact Us



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