



# Executive Diploma in Business Leadership and International Affairs



**Executive  
Education**



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## Investing in Your Future

As our world grows rapidly through interconnectivity and globalization, industry leaders, at the international, national, regional, and/or sub-nation level, need to be able to speak a common language to solve today's most complex challenges.

Learning the common tongue, to enable global collaboration, is why the Executive Diploma in Business Leadership and International Affairs, delivered by the United Nations Institute for Training and Research (UNITAR) and INCAE Business School, holds such pressing significance.

This programme will provide you with an in-depth understanding of the current international political and socioeconomic landscape, and will equip you with the required soft skills for a successful international career in the public, private or non-profit sector.

The Executive Diploma in Business Leadership and International Affairs will help you build a powerful professional network while transforming lives, sectors, and countries.

## Learning Objectives

- To prepare leaders in the public, private, and non-profit sectors of international affairs to **lead transformational initiatives**;
- To develop the capabilities to **perform successfully in international settings** requiring leadership, negotiation, and public speaking skills;
- To provide an understanding of the international economic and sociopolitical landscape and the skills necessary to **advance development agendas**.



## Why UNITAR?



### 670+ TRAINING EVENTS EACH YEAR

We deliver more than 670 training events through face-to-face, e-Learning and blended methodologies to over 133,421 participants per year.



### OPPORTUNITIES TO CONNECT

We bring together people from all professional areas facilitating the exchange of experiences and the creation of knowledge and networks.



### TRAINING EXPERTISE

We have been at the forefront of the international arena for over 50 years and have developed extensive experience in designing and implementing professional training courses for decision-makers that shape our world today.



### EXPERT FACULTY

Our courses are moderated by senior international experts and professionals working at intergovernmental and non-governmental organizations, universities, agencies in the UN system, government ministries and in the private sector.

## About UNITAR

The United Nations Institute for Training and Research (UNITAR) is the principal training arm of the United Nations. UNITAR has developed extensive experience in designing and implementing professional training courses for the United Nations Member States around the world.

## About UNITAR's Work on Multilateral Diplomacy

UNITAR is a leading training provider in global and strategic challenges for professionals within and outside the United Nations system. Through its Division for Multilateral Diplomacy, UNITAR works closely with the United Nations Member States and an increasing number of other partners to strengthen the capacities of diplomats, government officials and other major actors, in view of actively supporting the overall efficiency of the multilateral system.





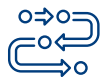
## Why INCAE?



### REFERENCE IN BUSINESS EDUCATION

100% of the Faculty holds doctorates from the most prestigious universities in Europe and the United States' Ivy League system.

We have extensive experience in business consulting at the international level.



### LEARNING METHODOLOGIES

Our methodologies are designed according to a comprehensive learning model for executives. Through the course our participants have:

- Case analysis and group discussions.
- Business simulations.
- Experiential learning dynamics.
- Assessment centre and team and organizational leadership development tools.



### NETWORKING

Every year executives and entrepreneurs from more than 30 nationalities participate in our face-to-face and online programmes.

Our Executive Education programmes attract more than 6,000 professionals a year.

We are part of a university network of more than 300 institutions worldwide.



### RANKINGS

1<sup>st</sup> Business School in Latin America

THE EUROPEAN 2019

1<sup>st</sup> MBA and Executive MBA from Latin America

FINANCIAL TIMES 2019

3<sup>rd</sup> In the world for diversity of Faculty and participants

FINANCIAL TIMES 2019

6<sup>th</sup> In the world for internationality of the programmes and participants

FINANCIAL TIMES 2019

26<sup>th</sup> In the world for Executive Education

FINANCIAL TIMES 2019



## About INCAE

The INCAE Business School is the leading business school in Latin American and promotes the development of Latin American countries through training talented regional leaders in its Master's and Executive Education programmes.

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Programme  
Information



ENROLLMENT FEE

9,000 USD



ADMISSION  
REQUIREMENTS

- Minimum of 3 years of executive experience.
- Proficiency in English.



TARGET AUDIENCE

Our programme targets leaders in the public, private and non-profit sectors. This includes, but is not limited to:

- Staff of international, intergovernmental and non-governmental organizations;
- Diplomats;
- Government officials;
- Private sector professionals.



FACULTY

The faculty and resource persons selected by UNITAR and INCAE Business School are experts in various fields of **business leadership** and **international affairs**, including academics and practitioners from both the private sector and within and outside the United Nations system.

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Programme  
Outline

MODULE 1



Online



Home

- Diplomacy 4.0 (UNITAR)
- Harvard Managementor: CollaborationSustainable Development Models
- Harvard Managementor: Leveraging Your Network

MODULE 2



Face-to-face



San José, Costa Rica

- Organizational Leadership and Change Management
- International Economic and Socio-political Analysis
- Sustainable Development Models
- Negotiating in International Settings

MODULE 3



Face-to-face



Geneva, Switzerland

- Introduction to the United Nations System and Agenda
- Business and Human Rights
- Stakeholder Engagement and Coordination
- Public Speaking and Presentation Skills



## MODULE 1

### Diplomacy 4.0

This course focuses on digital technology and e-diplomacy, analyzing the plethora of opportunities for growth and innovation as well as the many challenges it brings to the daily lives of diplomats. The course material covered highlights the importance of cybersecurity, international legal instruments, and national policies to address threats related to cyberattacks and their implications in the internal affairs of a country.

## Module Outline



UN Photo/Rick Bajomas

### Harvard Managementor: Collaboration

This course teaches the critical skills required to manage cross-cultural collaboration such as negotiating, trust-building, overcoming language barriers, and navigating the geographical and technological challenges of working across continents. It also covers how to reach agreements across cultures and align a global team to achieve a common goal. You will learn the key concepts with a mix of practical content, videos, infographics, and downloadable tools. You can then use the real-word scenarios, self-tests and assessments to measure your understanding.

### Harvard Managementor: Leveraging Your Network

In this course, you will learn how to build, strengthen and sustain effective networks, and the relationships that are their foundation. You will have the opportunity to learn strategies and best practices from business leaders, authors, and coaches like Linda Hill, Bala Iyer, Dorie Clark, and Francesca Gino.

## MODULE 2

### Organizational Leadership and Change Management

This course will teach you how to lead teams capable of brilliantly executing their organizations' strategy, how to turn them into leaders capable of successfully managing periods of change, transformation, acquisitions and mergers, crisis or conflict; that contribute to creating a culture of innovation and growth, oriented towards achieving results, increasing profitability and long-term sustainable growth. From a practical approach and through the use of diagnostic and development tools, you will learn to identify the competencies and skills needed to create, lead and drive teams towards excellence.



### International Economics and Socialpolitical Analysis

The objective of this course is to discuss the basic characteristics of the functioning of open economies and to evaluate the implications of economic policy on the main macroeconomic variables and, through them, on businesses.

### Sustainable Development Models

The objective of this course is to learn how to develop a sustainability model while growing the economics. In addition, participants will discuss the right business models to expand the business while maintaining sustainability and responsible investment in Latin America.

### Negotiating in International Settings

Through this course, you will be able to identify critical issues, adjust your strategy for each situation and positively impact your organization through beneficial results and agreements from a global and strategic perspective of negotiation and practice.





## MODULE 3

### Introduction to the United Nations System

Through this session, you will be provided with a historical, political, and analytical background in order to familiarize yourself with the United Nations system. You will also be able to define its structure and functioning and identify current and salient issues across the UN system including Agenda 2030.

### Business and Human Rights

Human rights are essential to achieving the Sustainable Development Goals (SDGs). This workshop will help you gain a thorough understanding of the Business and Human Rights agenda and provide leadership perspectives on the potential and the challenges to implement the UN Guiding Principles as an essential means to realize the 2030 Agenda.



### Stakeholder Engagement and Coordination

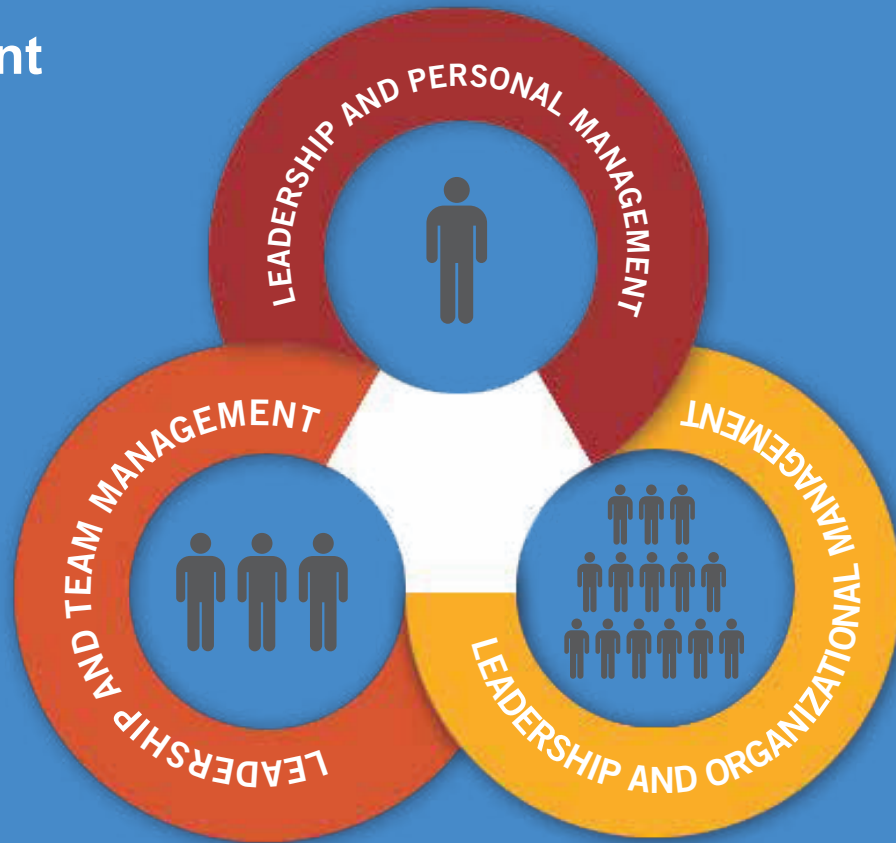
This course will enhance your skills in communicating, consulting, planning, and nurturing professional relationships with the objective of fostering productive cooperation across organizations, governments, and other key actors. You will be trained to effectively use dialogue and other skills across sectors in order to generate mutual benefits and a more efficient project delivery.

### Public Speaking and Presentation Skills

The overall objective of this course is to provide you with the skills and knowledge to communicate effectively and confidently when speaking in public and engaging in multilateral settings. You will be presented with communication strategies, techniques and skills, as well as simulated situations of public speaking and receive feedback from the group and the instructor.



## Leadership Development Model



## How to Enroll

For more information on how to enroll in the Executive Diploma in Business Leadership and International Affairs, please contact:

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