



**UNIVERSITÉ  
DE GENÈVE**

**FACULTY OF MEDICINE**  
Geneva Centre of  
Humanitarian Studies

ESC 2024-2025  
Course at a glance

## Advanced Course on AI-Enhanced Negotiation in Health Emergencies

<b>Credits</b>	2 credits ECTS
<b>Dates</b>	Option 1: 13-17 July in Amman, Jordan Option 2: 20-24 July in Ankara, Türkiye
<b>Format</b>	Hybrid: 5 days onsite + online segment prior to the residential session
<b>Language</b>	English
<b>Fees</b>	<ul style="list-style-type: none"><li>• <b>Full price:</b> CHF 800</li><li>• <b>Special Rate for Government and NGO/CBO Staff:</b> CHF 400. Available exclusively to staff from local and national NGOs, CBOs, and government employees in low/middle-income countries. Proof of local employment and salary required.</li></ul>
<b>Coordinator</b>	Claude Bruderlein - <a href="mailto:claudio.bruderlein@frontline-associates.org">claudio.bruderlein@frontline-associates.org</a>
<b>Partners</b>	The course is organized in partnership with EMPHNET in Amman, the Turkish Red Crescent Society in Ankara and Frontline Associates Training Centre based in Canada.

## Course overview

### Short description

This course is designed for field practitioners managing health and humanitarian crises, including conflicts, pandemics, climate disasters, and migration surges. In high-stakes environments, careful negotiation planning is essential. Participants will gain key tools to structure and navigate negotiations in complex settings. They will also learn to design and optimize an AI assistant using ChatGPT to support negotiation planning. This includes analysing environments, assessing party positions, creating scenarios, and managing risks. By leveraging AI-driven tools and negotiation strategies, practitioners can improve decision-making, build trust, and manage adversarial relationships. As crises become more frequent and intense, AI integration will be vital for shaping emergency responses. To maximize their AI assistant's effectiveness, participants are advised to subscribe to ChatGPT Plus for advanced real-time negotiation support.

### Objectives of the course

At the end of the course, you will be able to:

- Analyse complex political and social environments in times of crisis, utilizing AI-powered tools to analyse complex environments, assess the positions of the parties, mitigate risks, identify patterns among stakeholders and leverage influence more effectively;
- Design a robust plan to set up and facilitate a professional dialogue on high-stake contentious issues and frame this plan in a shared vision;
- Define the conceptual framework of a complex negotiation process based on a thorough analysis of the environment, the stakeholders involved, their respective positions, interests and motives;
- Draw from the experience of field practitioners in the planning and undertaking of complex negotiation processes.

### Workload

Around 50 hours of work, including:

- 7.5 hours of asynchronous online session focused on the acquisition of the essential negotiation tools and the crafting of an AI Assistant.
- 2.5 hours of synchronous online session to accompany participants in their learning journey on negotiation and AI.
- 5 hours of preparatory work and evaluation for the onsite course.
- 35 hours onsite, including case-based scenarios, simulations and dialogue with experienced practitioners

## Thematic structure of the course

The course is structured as such:

1. Asynchronous online modules on the “Essentials of Frontline Negotiation” & “Crafting of an AI Assistant”
  - Basic tools to plan negotiation in a systematic manner
  - Technical briefing on how to craft and manage an AI Assistant
2. Online synchronous session to accompany participants and test their AI models on real-case scenarios.
3. Advanced negotiation course onsite
  - Advanced tools and methods to plan a negotiation in a complex environment
  - Case-based exercises and simulations are designed to ensure the acquisition of tactical knowledge to navigate complex negotiations
  - Current challenges and dilemmas of frontline negotiation with the support of seasoned practitioners

## Prerequisites

### Audience

- Health and humanitarian professionals in the Middle East, especially those working in crisis-prone environments
- Staff from non-governmental organisations (NGOs)
- Staff from ministries of Health and related government officials in the region
- Graduate students in humanitarian health and social affairs with a focus on the Middle East
- Professional networks and associations related to health and humanitarian work in the region

### Admission requirements

1. a university qualification (Bachelor’s degree or equivalent)
2. at least two years of relevant professional experience
3. excellent command of English (minimum level B2)

*Please note that the successful completion of the course's online segment is mandatory to attend the onsite part of the course. The link to attend the online segment of the course will be provided once the application is successful.*