UPSKILL SERIES

AI Negotiation Challenge

A global simulation designed to explore and enhance the role of artificial intelligence in negotiation planning and managing complex relationships. The topic selected for this simulation at the Geneva Graduate Institute will be **"Migration in the EUROMED"**.
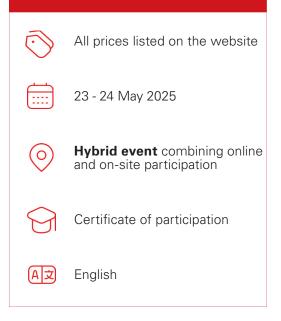
The advancement of AI is poised to revolutionise the craft of negotiation, transitioning it from an individualised, case-by-case practice to a more systematic and ambitious profession. With AI tools offering unprecedented capabilities for complex analysis, negotiators can achieve deeper insights into party positions, stakeholder dynamics, and areas of influence.

The **AI Negotiation Challenge** is a structured process that allows participants to explore how AI can enhance negotiation strategies while contributing to a growing global movement. By participating in the AI Negotiation Challenge, individuals not only enhance their own negotiation skills but also become part of a global movement to redefine negotiation as a systematic, AI-supported, and transformative discipline.
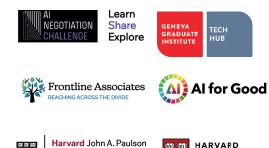
INFORMATION

All prices listed on the website

23 - 24 May 2025

Hybrid event combining online and on-site participation

Certificate of participation

English

Objectives

→ Enhance AI fluency in negotiation through hands-on exercises and a friendly competition, engaging with AI tools to refine your strategic approach

→ Explore AI's transformative potential as a platform for collaborative negotiation, addressing global challenges such as migration

→ Leverage AI's analytical capabilities to assess complex environments, evaluate stakeholder positions, and identify areas of compromise, enhancing traditional negotiation expertise

Partners

AI NEGOTIATION CHALLENGE — Learn Share Explore

GENEVA GRADUATE INSTITUTE — TECH HUB

Frontline Associates — REACHING ACROSS THE DIVIDE

AI for Good

Harvard John A. Paulson **School of Engineering** and Applied Sciences

HARVARD HUMANITARIAN INITIATIVE

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TAKE THE NEXT STEP

↗ **executive.graduateinstitute.ch/ai-challenge**

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Day 1 (morning): Panel discussion, Briefings and Instructions

→ Keynote Address (AI & Negotiation)

→ Panel 1: Challenges of migration negotiation

→ Panel 2: AI role in diplomatic negotiation

→ Conclusion of Opening Session

Day 1 (afternoon) and Day 2: The Global Simulation

→ Round 1: Document Analysis and Interpretation

→ Round 2: Engaged Negotiation on Key Issues

→ Round 3: Press Conference on Final Document

→ Award Ceremony and Closing Remarks

Speakers

Claude Bruderlein

Faculty Instructor and Senior Researcher, Harvard University Initiator of Frontline Associates

Jérôme Duberry

Managing Director, Tech Hub Co-Director, Executive Education Senior Research, AHCD

Souhail Belhadj Klaz

Visiting Professor Transdiciplinary Master Programme

How to participate

Step 1: Exploring the Use of AI in Negotiation

1 month before the face to face, participants are invited to begin their journey on the AI Negotiation Network platform that introduces key modules for crafting and utilizing AI assistants in negotiation.

Step 2: Practicing with AI Models in AI Labs

The AI Negotiation Network platform also offers interactive case studies where experienced practitioners demonstrate the planning and execution of negotiations in contentious domains such as climate change, migration, or social and humanitarian crises.

Step 3: Preparing for the AI Negotiation Challenge Global Simulation

In the weeks leading up to the simulation on 23-24 May 2025, participants enter a focused phase of preparation, guided by a dedicated coach.

The coaching phase concludes a few days before the event, ensuring teams are prepared to engage confidently in the AI Negotiation Challenge and demonstrate the transformative potential of AI in negotiation.

Step 4: Taking part in the AI Negotiation Challenge Global Simulation

The AI Negotiation Challenge is a two-day hybrid event, hosted at Villa Barton in Geneva and combining online and on-site participation.

« The AI Negotiation Challenge significantly strengthened my understanding of AI-driven skills by immersing me in a dynamic, experiential learning process where AI played a central role in strategy development and analysis. Engaging directly with AI tools enhanced my ability to critically assess, adapt, and apply negotiation techniques in complex, multi-stakeholder environments.»

Nino LIKOKELI
AI Negotiation Challenge participant, March 2025