# Advanced Global Health Diplomacy and Negotiation Course

11 – 15 January 2027
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# Advanced Global Health Diplomacy and Negotiation Course

**Ref:** 1460_207791 **Date:** 11 – 15 January 2027 **Location:** Nice **Fees:** 5700 Euro

## Overview

Advanced Global Health Diplomacy and Negotiation Course is a one-week course for health officials, diplomats, policy leaders, international cooperation teams, advisers, and program directors who need a Global Health Diplomacy Action Portfolio. Participants connect health and foreign policy, map global health governance actors, prepare evidence briefs and negotiating positions, build coalitions, conduct multilateral negotiation, draft agreements, and plan implementation. Agile Leaders Training Center presents global health diplomacy as evidence-informed policy coordination across institutions and sectors.

## Who Should Attend

- Teams responsible for aligning health priorities with foreign-policy positions
- Units preparing participation in bilateral and multilateral health negotiations
- Leaders coordinating public health partnerships and international cooperation
- Advisers developing evidence briefs, mandates, and diplomatic messages
- Directors overseeing agreements, commitments, and implementation governance

The course assumes participants already contribute to health policy, diplomacy, international cooperation, or program governance and leaves out clinical care and legal advice.

## Departments and Industries

The course supports departments and industries that coordinate cross-border health policy and international partnerships.

- Health policy and international relations departments
- Foreign affairs and diplomatic missions
- Public health agencies and health systems
- Humanitarian and development organizations
- Academic policy centers and professional associations

## Learning Objectives

By the end of this course, participants will be able to:

- Analyze global health governance actors, venues, interests, and decision pathways
- Build evidence briefs, national positions, mandates, and issue narratives
- Apply negotiation methods to interests, options, coalitions, and trade-offs
- Use diplomatic communication methods in formal and informal settings
- Evaluate draft agreements for clarity, feasibility, accountability, and implementation
- Build an implementation governance plan with milestones, roles, and review mechanisms

## Course Agenda

### Day 1: Diplomacy Landscape and Policy Context

- Health–Foreign Policy Interface Analysis Framework
- Global Health Governance Actor and Venue Map
- Cross-Border Health Issue Framing Method
- Political Economy and Interest Analysis Matrix
- Whole-of-Government Coordination Charter

### Day 2: Evidence, Positions, and Mandates

- Evidence-to-Policy Brief Template
- Stakeholder Power and Influence Grid
- National and Institutional Position Canvas
- Negotiation Mandate and Red-Line Register
- Diplomatic Narrative and Message House

### Day 3: Negotiation and Coalition Strategy

- Interest-Based Negotiation Preparation Sheet
- Options, Trade-Offs, and Concession Matrix
- Coalition Architecture and Partner Map
- Multilateral Process and Rules-of-Procedure Checklist
- Negotiation Team Roles and Coordination Protocol

### Day 4: Communication, Agreements, and Delivery

- Formal Statement and Intervention Builder
- Informal Consultation and Corridor Diplomacy Plan
- Draft Agreement and Decision Text Checklist
- Commitment-to-Implementation Results Chain
- Accountability, Risk, and Review Dashboard

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## Day 5: Global Health Diplomacy Simulation

- Suggested Exercise: Actor Map and Issue-Framing Clinic
- Suggested Exercise: Evidence Brief and Position Defense
- Suggested Exercise: Coalition and Concession Strategy Drill
- Suggested Exercise: Agreement Text and Implementation Review
- Capstone Exercise: Multilateral Global Health Negotiation Simulation

## Practical Exercises

The course uses suggested activities based on fictional cross-border health, humanitarian, financing, and access-to-services scenarios.

- Suggested activity: produce an actor map, issue frame, and whole-of-government coordination charter.
- Suggested activity: prepare an evidence brief, negotiating mandate, red lines, and diplomatic message house.
- Suggested activity: run a coalition-building and multilateral negotiation simulation with recorded concessions.
- Suggested activity: draft decision text and an implementation governance dashboard.

## FAQs

### Who should attend an advanced global health diplomacy course, and what does it assume?

It suits officials, diplomats, public health leaders, advisers, cooperation teams, and directors who already contribute to policy or international engagement. It assumes professional experience and does not provide clinical training or legal advice.

### How does global health diplomacy training differ from a general international relations course?

Global health diplomacy training applies negotiation, coalition, evidence, and governance tools specifically to health priorities and cross-border policy decisions, while general international relations training usually covers a wider diplomatic field.

### What practical tools are used in global health negotiation?

Participants use actor maps, evidence briefs, position canvases, mandate registers, interest matrices, coalition maps, concession logs, statement builders, agreement checklists, results chains, and accountability dashboards.

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## How does global health diplomacy turn agreements into implementation?

It connects negotiated commitments to named roles, milestones, resources, risks, accountability measures, reporting arrangements, and review points so responsible teams can coordinate delivery after diplomatic agreement.

## Conclusion

Participants leave with a Global Health Diplomacy Action Portfolio containing their issue map, evidence brief, position, mandate, coalition strategy, agreement text, and delivery dashboard. The portfolio creates a shared preparation and coordination method for health and foreign-policy teams. It also supports more consistent negotiation, communication, and implementation review.