



NEGOTIATING OUT OF DEADLOCK: Methods and Tools from Negotiation and Mediation Case Studies

The workshop is designed to give participants not only a greater substantive knowledge of negotiation methods and tools, but also to increase each participant's *ability to apply and use* the methods and tools in their own personal experience and in developing policy recommendations to improve Russian-American relations. We define negotiation broadly as any situation where two or more people seek to reach agreement, whether neighbors, colleagues or heads of state.

The focus will be on how to deal with deadlock in negotiation, particularly in current Russian-American relations at this critical time when many believe the stakes are higher than they have ever been and that we are "sleepwalking" on the existential threats posed by nuclear weapons and other emerging technologies, climate change and other shared dangers.

The workshop will explore a range of ideas and approaches to shift Russian-American relations to a more cooperative track. Three case studies will be analyzed: the 1962 Cuban Missile Crisis, the establishment of Nuclear Risk Reduction Centers in the 1980s, and the conflict dynamics in the Russian-American relationship from 1989 to 2017.

A range of instructional videos, interactive exercises and role plays will be used to increase the personal capacity of each participant to be centered/unflappable and proactive in difficult negotiations, able to listen and put themselves in the shoes of the other side and skillfully pursue their interests, while at the same time seeking the maximum satisfaction of the interests of the other side, and of the larger community.

Sponsored by the Russian Higher School of Economics in cooperation with the Harvard Negotiation Project, the workshop will be offered by Bruce Allyn, affiliated faculty member at the Program on Negotiation, Harvard Law School, and Cynthia Lazaroff, filmmaker and founder of US-Russian exchange initiatives.