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LEA DER SHIP

**MASTER IN INTERNATIONAL LEADERSHIP
AND NEGOTIATION**



Escuela de Postgrado
**Universidad
Europea**

Postgraduate



**CAMPUS
VALENCIA**

MASTER IN INTERNATIONAL LEADERSHIP AND NEGOTIATION

A MASTER DESIGNED TO PREPARE STUDENTS TO LEAD GLOBAL INITIATIVES FOR CHANGE AND PROVIDE THEM WITH THE NECESSARY NEGOTIATION SKILLS TO POSITIVELY IMPACT THEIR ORGANIZATION AND ENVIRONMENT.

The Universidad Europea de Valencia and the United Nations Institute for Training and Research (UNITAR) present the Master in International Leadership and Negotiation. The increase in volatility, uncertainty, complexity, and ambiguity (VUCA) in today's world means there is no longer an approach to management that can be applied to all organizations and work environments. Leaders must adjust their leadership strategies to be more flexible and adapt to a variety of challenges and situations.

About UNITAR

The United Nations Institute for Training and Research (UNITAR) offers innovative learning solutions for individuals, organizations, and institutions so they can improve their decision-making skills at an international level and support action at a national level in order to shape their future. Having a partner like UNITAR, with extensive experience in training leaders and negotiation, and Universidad Europea's teaching methodology is a guarantee for the students in this Master.


LOCATION
Valencia


START
October


LANGUAGE
English


FORMAT
Blended Learning


DURATION
1 year


ETCS
60



WHAT MAKES US DIFFERENT?

MASTER IN INTERNATIONAL LEADERSHIP AND NEGOTIATION

Outstanding features

◆ IN ASSOCIATION WITH THE UNITED NATIONS INSTITUTE FOR TRAINING AND RESEARCH (UNITAR)

This Master is the result of an alliance between Universidad Europea de Valencia and UNITAR, an institution that is part of the United Nations and is dedicated to training. It was founded in 1963 and has headquarters in Geneva and offices in New York and Hiroshima.

◆ INTERNATIONAL MASTER

The Master in International Leadership and Negotiation is completely taught in English, and therefore many of our students are also international.

◆ PROFESSIONAL FACULTY

Academically qualified professors with professional experience who connect theory and practice as they include present-day case studies in their classes, getting students ready to become the global leaders of the future. Our expert professors come from the diplomatic and academic fields as well as international organizations and have extensive professional experience in the subject they teach.

◆ PRACTICAL METHODOLOGY

Strengthen your knowledge and training with a recognized Master that combines the best university education with the UN's executive coaching. The sessions taught by the expert faculty are always accompanied by case studies that must be solved by the students.

◆ COMPATIBLE WITH PROFESSIONAL ACTIVITY

The blended learning system allows students to combine the master with other professional or educational activities. Module 9 will be campus-based and take place on the Valencia campus.

◆ OPPORTUNITY TO VISIT THE UNITED NATIONS (UN) OFFICE IN GENEVA

Our Master also includes an optional trip to Geneva to get to know first-hand the UN's work at their own facility. You will also have the chance to participate in campus-based sessions for a week in June and network with professionals and colleagues at the Universidad Europea de Valencia campus.

◆ DEVELOPMENT OF SOFT SKILLS

The Master in International Leadership and Negotiation will help you improve your negotiation skills to face a wide range of situations. Whether mediating during a crisis or conflict or negotiating with another organization or group, you will likely need the skills to reach an acceptable agreement that you will learn during the academic year.

CURRICULUM

MODULE I. Introduction to Leadership

I 5 ECTS

MODULE II. The Process of Decision-Making

I 5 ECTS

MODULE III. Leadership Skills and Risk Management

I 5 ECTS

MODULE IV. Stakeholder Engagement and Coordination

I 5 ECTS

MODULE V. Negotiation Skills and Techniques

I 5 ECTS

MODULE VI. Overcoming Negotiation Deadlocks

I 5 ECTS

MODULE VII. Conference Diplomacy and Multilateral Negotiations

I 5 ECTS

MODULE VIII. Mediation, Conflict Resolution and Difficult Conversations

I 5 ECTS

MODULE IX. Training Workshop: Public Speaking and Media Relations

I 5 ECTS

MODULE X. Transversal Project Presentation

I 6 ECTS

MODULE XI. Final Research Paper

I 9 ECTS

FACULTY

MASTER IN INTERNATIONAL LEADERSHIP AND NEGOTIATION

DESIGNED FOR

Students from the fields of: International Relations, Diplomacy, International Studies, Global Studies, EU Studies, International Public Law,

Human Rights, International Economics, International Business, International Security Studies, and Defense Studies.

Government workers, diplomats, employees at international organizations, professionals in the field of Human Development and members of multinational companies.

WHO should APPLY?

The UNITAR and the Universidad Europea Selection Committees will review each application. Candidates must hold an official university degree or two years of work experience in the field in order to be admitted to the Master's program. Despite this, UNITAR and the Universidad Europea may accept candidates with pending degrees as long as all necessary courses for these degrees were completed. Prior to enrollment, the Selection Committee would confirm that the courses taken were at the level of a university degree and that they allow admission to postgraduate courses in the country of issue of the qualification. Candidates must be fluent in English and have consistent internet access.

DIRECCIÓN DEL PROGRAMA

Mr. Jorge Mauro Mestre

Holds a Bachelor's Degree in International Relations from the London School of Economics and a Master in Global Diplomacy from the School of Oriental and African Studies (SOAS, University of London). Bachelor's Degree in Journalism. He has worked for over five years at the Council of Europe and as an advisor for conflict resolution in Eastern Europe. His lines of research are diplomacy, negotiation, and international sanctions.

PROFESSORS

Forty percent of the professors come from UNITAR and 60% from the Universidad Europea de Valencia.

Classes will be taught by professors with proven international experience in leadership, negotiation, and diplomacy.

Fernando Villalonga

Ambassador of Spain.

Nicolás Pascual de la Parte

Ambassador of Spain.

Anton Morozov

Diplomat of the Russian Federation at the UN-New York.

Petr Sich

Head of the Council of Europe Office in Moscow.

Javier Hurtado

President of the Democrat Youth Community of Europe (DEMYC).

Jérôme L'host

Senior Consultant UNITAR.

Merixtell Martell

Founder and Director of Merience.

Cindy Hancock

OD-ETDP Facilitator.

Alexandre Tavadian

Head of NSPO/NSPA Legal Advisor Office.



New times call for new kinds of leaders. The “Master in International Leadership and Negotiation” is a unique, multidisciplinary professional program designed by the Universidad Europea de Valencia in collaboration with the United Nations Institute for Training and Research (UNITAR).

Learn how to develop your leadership skills, to negotiate, and interact with emerging leaders from all over the world through our blended learning program with renowned experts, which includes a workshop in Spain.

Mr. Jorge Mauro Mestre
Program director

This Master’s program is designed to be perfectly suited to the needs of student and full-time professionals interested in both developing essential knowledge for understanding international leadership, as well as strengthening their capacities in the practice of negotiation.

Nikhil Seth
UN Assistant Secretary-General Executive Director,
UNITAR

PARTNERS



WHY DID YOU DECIDE TO GO TO UNIVERSITY?

In order to **prepare** yourself for what comes next, the future.
And the **future** is the real world.

At Universidad Europea, we focus on the **professional** that
you want to be and on providing you with a practical training
that enables you to work on your future from day one.

We call for your own **progress and development**, for you
to go beyond, offering you the help you need but never
forgetting that you are in the driving seat.

This makes Universidad Europea **more than just a university**.
And you **more than just a student**.

Go beyond

CAMPUS

MADRID Alcobendas

HERE, ENTREPRENEURS ARE THE FOCUS

Can you imagine studying while launching a start-up? On the Alcobendas Campus, going to class can be what you want it to be.

MADRID Villaviciosa

EXPERIENCE THE UNIVERSITY OF 'MAKERS'

On the Villaviciosa de Odón Campus, there will always be things happening that motivate you to go far.

CANARIAS

LA OROTAVA, WHERE YOU WILL BECOME WHO YOU WANT TO BE

The latest technology makes the historical Casa Salazar the best place to achieve your dreams.

VALENCIA

INNOVATION IN THE HEART OF VALENCIA

Urban Campus. Three buildings and a University Dentistry Clinic. Our campus is growing because we believe in you. We are opening a new building to push you towards your dreams.

ONLINE

UNIVERSIDAD EUROPEA ONLINE

100 % online programs: The flexibility you need. Get an education at your speed at the leading University in educational quality and innovation

REAL MADRID

REAL MADRID GRADUATE SCHOOL - UNIVERSIDAD EUROPEA

Do you dream of having a job doing what you really love? Train at the only Postgraduate School that specialises in sport. Don't dream, train.

EMPLOYABILITY

WE CREATE PROFESSIONALS

Faithful to its innovative vocation, and with the aim of enhancing your skills and guaranteeing your employability, the school promotes an academic model connected to the professional world, eminently practical and of high academic quality.

Develop what you have learned in the classroom just as you will do in your day-to-day.



55% 

INTERNATIONAL STUDENTS. Which enriches the exchange of experiences and the possibilities of global networking.

92% 

EMPLOYABILITY. Our students find a job in less than 12 months after finishing their studies.

100% 

FACULTY. The professors are professionals who combine their teaching activity with professional activity.

UNIVERSIDAD EUROPEA'S CERTIFICATIONS



World Confederation
for Physical Therapy

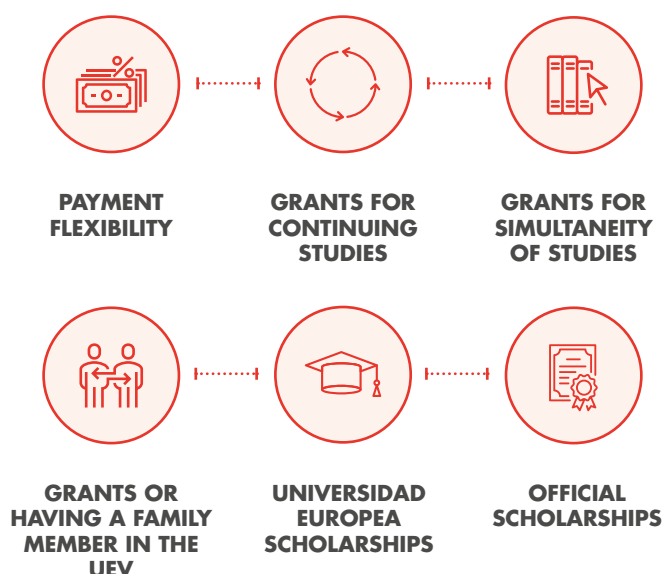


SCOLARSHIPS AND STUDY GRANTS

THE FLEXIBILITY YOU NEED

Here at Universidad Europea, we are committed to ensuring the cost of a program is not an obstacle to access quality education.

Speak to one of our advisors to find out the options available to you:



Knowledge without barriers

Education is one of the best investments you can make in life.

Do not let anything stop you!

Go beyond



ADMISSIONS PROCESS

DOCUMENTATION

The admission process for the Postgraduate School Universidad Europea is open throughout the year, although enrollment in any of the programs is subject to the existence of places. If you want personalized advice from the team of Postgraduate admissions, you can visit any of our campuses located in Valencia, or contact us through:

Telephone **(+34) 96 104 38 83** or by emailing:
postgrado.valencia@universidadeuropea.es

After getting more information, you must submit the required documentation:

- ◆ Admission application.
- ◆ Photocopy of the national ID card (DNI or NIE).
- ◆ Photocopy of your university degree.
- ◆ CV.

The admissions team will guide you in your professional future and will arrange an interview with the director of your degree to evaluate your candidacy.

UNIVERSITY PLACE RESERVATION

You are advised to reserve your place within 7 calendar days from receiving the admissions letter.



**PERSONALIZED
GUIDANCE**



**SEND APPLICATION
AND DOCUMENTATION**




**INTERVIEW WITH THE
MASTER'S DIRECTOR**



**CONFIRMATION OF
ADMISSION**



**FORMAL RESERVATION
OF A PLACE AND
ENROLLMENT**

A person wearing a dark jacket and a beanie stands in a snowy, rocky landscape. They are holding a flare high in their right hand, which is emitting a thick, vibrant red smoke that rises into the sky. A large, solid red rectangular box is superimposed over the middle of the image, containing white text. The background is a bright, overexposed sky and a snowy ground with some dark rocks visible in the foreground.

**There is
always a more
professional
version of you
awaiting.**

Go beyond



Escuela de Postgrado
**Universidad
Europea**



universidadeuropea.es/conocenos/valencia
postgrado.valencia@universidadeuropea.es

Campus de Valencia

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