

Executive Program Series on Negotiation and AI

Equipping leaders and practitioners to navigate the opportunities, risks, and implications of AI in negotiation, diplomacy, and international cooperation.



28 September to
2 October, 2026



Columbia University,
UN Headquarters,
and Online (hybrid)

NEGOTIATION IN THE AGE OF AI

Artificial Intelligence (AI) is transforming how governments, international organizations, and private-sector actors negotiate, cooperate, and make decisions. This first program in the Columbia SIPA-UNITAR Executive Series examines how AI is reshaping power asymmetries, disinformation risks, institutional effectiveness, and procedural fairness in multilateral settings.

Through a blend of theory and hands-on experience, participants will learn to anticipate AI-related challenges and apply AI responsibly to strengthen negotiation outcomes and facilitate effective engagement in multilateral spaces and global security.

WHO SHOULD ATTEND



Senior government officials, diplomats, policy advisors, international organization representatives, private sector leaders, and professionals engaged in negotiation, diplomacy, policy-making, and international cooperation.

“ A timely and essential program for leaders navigating the rapidly evolving intersection of AI and multilateral negotiation.

– Participant, Multilateral Dialogue on AI Roundtable

PROGRAM HIGHLIGHTS



Understand AI's Impact

Explore how AI is reshaping negotiation dynamics, power asymmetries, institutional effectiveness, and global governance.



Manage Emerging Risks

Examine disinformation, ethical, regulatory, and governance challenges in AI-enabled environments.



Strengthen Negotiation Outcomes

Apply AI tools and frameworks to anticipate challenges, build consensus, and enhance decision-making.



Hands-On AI Applications

Engage with research tools, forecasting platforms, situational awareness dashboards, and negotiation simulators in practical exercises.



Learn from Expert Practitioners

Benefit from the combined academic expertise of Columbia SIPA and UNITAR's extensive experience in diplomatic training.

STRUCTURE & METHODOLOGY

This one-week blended program is co-designed and co-delivered by Columbia SIPA and UNITAR. It combines interactive lectures, stakeholder discussions, high-level roundtables, applied exercises, and site experiences at Columbia University and the United Nations Headquarters in New York City.



5 DAYS
9:00 AM – 5:00 PM EST



HYBRID FORMAT
In-Person and Online



CERTIFICATE
Negotiation in
the Age of AI

TUITION

\$5,395 Online*
\$6,895 In-Person**

*\$4,316 reduced online tuition for
Columbia alumni and groups

**\$5,516 reduced in-person tuition for
Columbia alumni and groups

APPLICATION DEADLINE



7 September 2026

PAYMENT DEADLINE



7 September 2026

FORMAT



In-Person
and Online

LOCATION



Columbia University
and United Nations,
New York City, NY



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