



PROGRAM ON NEGOTIATION
HARVARD LAW SCHOOL



THE TRANSITION

GOVERNMENT AND SECURITY EDITION

“The Transition” is a dynamic, immersive multi-constituency exercise created at Harvard University. Unrivaled in complexity, it provides an unparalleled training platform for national and international security practitioners to strengthen their strategic leadership and crisis management skills.



THE TRANSITION

GOVERNMENT AND SECURITY EDITION

IN A TURBULENT WORLD WHERE THINGS DON'T ALWAYS GO AS PLANNED, SUCCESS DEMANDS THAT WE GO BEYOND GOOD IDEAS.

Developed and administered by leading experts in negotiation, the Government and Security Edition of this transformational exercise will help government, security, and foreign affairs practitioners develop the skills to:

- **Go Beyond** all-or-nothing mindsets in times of great urgency
- **Transform** good ideas into sustainable agreements
- **Adapt quickly** to a complex and changing environment
- **Strengthen** the ability to identify and respond to new threats
- **Collaborate** with unlikely partners to generate strategic action
- **Maximize** the potential of every member of your team

LEARNING BY IMMERSION

Each participant is given a unique role and dossier, outlining their aims and objectives within an intricate scenario based on the transition from civil war to a negotiated peace agreement in Afghanistan.



THE EXERCISE AND YOUR ORGANIZATION

- The Government and Security Edition of the Transition is designed to fit the ongoing **institutional training goals** of diplomacy and security practitioners.
- Akin to a **war-game scenario**, the Transition gives your team the opportunity to put their negotiation and crisis management skills to the test in a **highly sophisticated scenario** developed by Harvard negotiation and crisis management experts.
- It provides an **interactive platform** from which to practice and further improve skills already being developed within your existing training programs.
- You can work with our team to host the exercise at your institution as a **stand-alone program**, or work directly with us in advance to **integrate it** into your existing training programs.

BOOK THE EXERCISE

Harvard Law School, Program on Negotiation, Teaching Negotiation Resource Center, 1563 Massachusetts Avenue, 02138 Cambridge, MA.

Contact: tnrc@law.harvard.edu

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"Inspiring practical training, delivered by the most professional, brilliant academic teaching crew, with precious lessons and takeaways relevant and most useful to anyone filling or aiming to fill an executive, management or policy-making position, both in the public and private sectors."

Yoav T., Commander,
Israel National Police

"Having conducted and supported operations up to and including the national level, I can say conclusively, Brian Mandell and Arvid Bell lead a negotiation practicum that excels in relevancy. The cadre devotion to education is simply unparalleled. I can give no higher recommendation."

LCDR (name redacted); US Navy SEAL; Chief of Naval Operations Politico-Military Master's Scholar

LOGISTICS

Participants: 66 to 80

Timeframe: 1.5 to 4 days

Venue: 7 separate rooms, to be provided at host location

Administrative team: Our team of experienced trainers from the Program on Negotiation at Harvard will prepare, administer, and monitor the exercise for you.