



**Universidad
Europea**

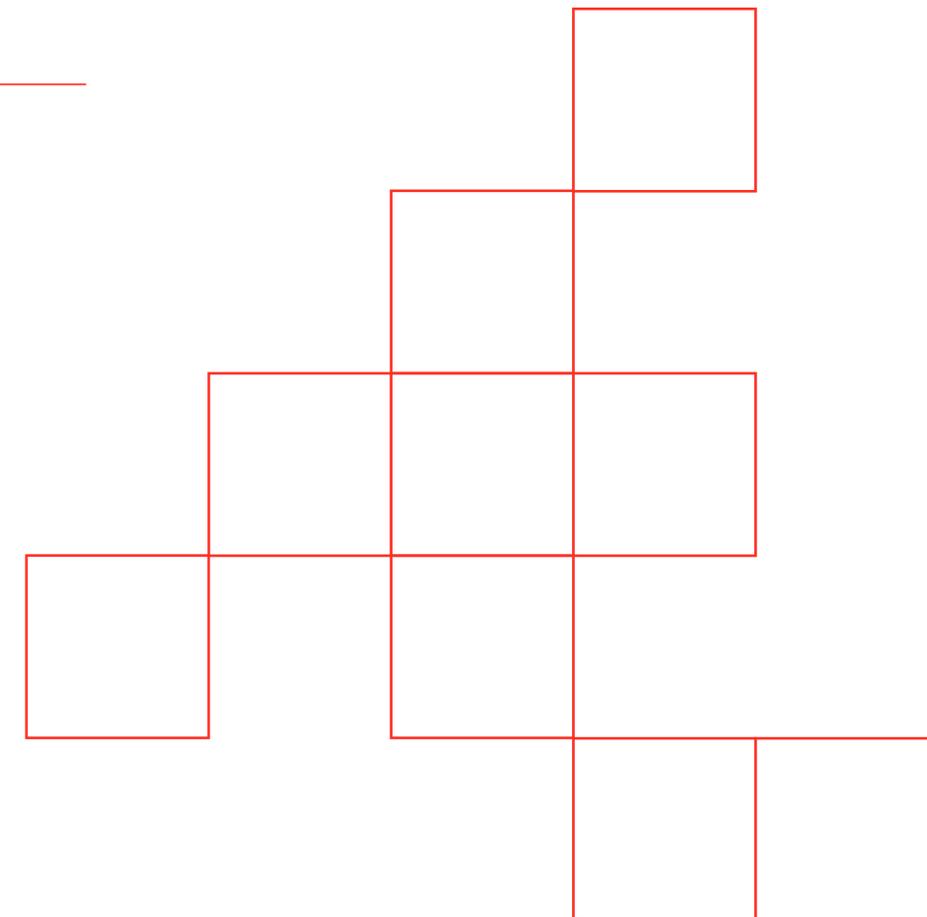
Postgraduate Degrees

**Master in International
Leadership and
Negotiation**

Go beyond

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We propel those who want to go very far

We propel that critical spirit that teaches you to **think** and not just to study. What makes you keep going, doing, growing and **experimenting**.

That is the essence of the university. Putting your talent into action is the best way of evolving, learning and training for your future.

Curiosity is the spark that motivates you and makes you give it your all, time after time. Because **being demanding** means having the **ambition** to find what excites you, and when you know what it is, want to **discover new things**.

Campus



Madrid. VILLAVICIOSA
STATE OF THE ART FACILITIES
AND RESOURCES IN AN
OUTSTANDING ENVIRONMENT.

Have a unique university experience on our biggest campus. With 33% international students and facilities equipped with cutting-edge resources and technology.



Madrid. ALCOBENDAS
BUSINESS AND UNIVERSITY
GO HAND IN HAND.

A campus that brings you the reality of being a professional and helps you to get a job placement through agreements with companies.

The meeting point where new initiatives and the most curious minds find their space.



Valencia.

CAMPUS IN THE HEART
OF VALENCIA.

We are the only private university with a **privileged location** in the city centre. We also have our own University Dental Clinic.



Real Madrid.

REAL MADRID GRADUATE
SCHOOL - UNIVERSIDAD
EUROPEA.

Do you dream about working in a field that you're truly passionate about? Get your education at the only Postgraduate School specialized in sports. Don't just dream, get ready.



Canarias.

CAMPUS IN LA OROTAVA
AND SANTA CRUZ.

An unbeatable environment where you can develop your skills to the full, facilitating employability and entrepreneurship.



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.



Employability



We create professionals

Faithful to its innovative vocation and with the aim of maximising your capabilities and guaranteeing your employability, the School promotes an education model connected to the professional world, one that is eminently practical and of high academic quality.

Develop what you learn in the classroom as you would in your daily life.

23%

International Students.

Which enriches the exchange of experiences and the opportunities for global networking.

89%

Employability.

Our students get a job in less than 12 months after graduating.

69%

Teaching staff.

The teaching staff comprises professionals who combine their teaching work with professional practice.



Universidad Europea
Certifications.



Universidad Europea Postgraduate School

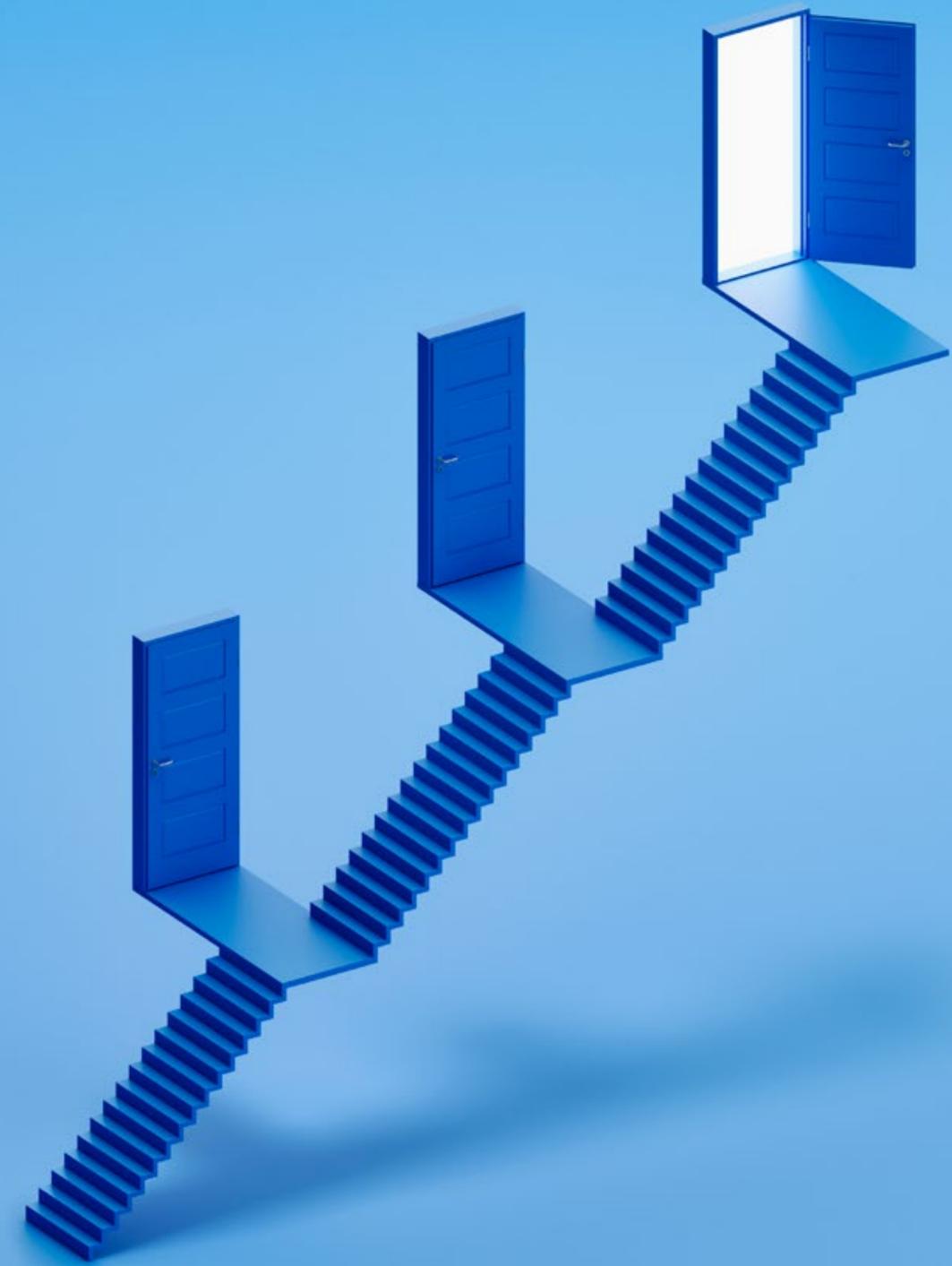
Your passion awaits

The Universidad Europea unifies all of its second and third cycle courses under the same brand: the Universidad Europea Postgraduate School.

This School integrates more than 70 degrees divided into 9 areas of knowledge, which include Architecture, Sports, Law, Design, Gaming and Multimedia, Education, Business and Technology, Communication and Marketing, Health and Engineering.

The qualifications include PhDs and master's degrees, qualifying and specialised, which allow you to get an official degree that is valid throughout the European Higher Education Area.

You can also study Master's degrees and Expert Programmes, qualifications that are unique to the Universidad Europea adapted to your specific needs in order to be successful in the jobs market.



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) proudly 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 one approach to management that can be applied to all organizations and work environments. Leaders must adjust their leadership strategies and styles to be more flexible and adapt to a variety of challenges and situations.

About UNITAR

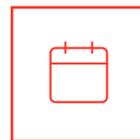
The United Nations Institute for Training and Research (UNITAR) offers innovative learning solutions for individuals, organizations, and institutions so they can improve their capacities at an international level and support action at a national level in order to meaningfully shape their future. Having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



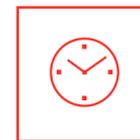
LOCATION
Valencia, Spain.



FORMAT
Blended Learning



START
October



DURATION
1 year



LANGUAGE
English



ECTS
60



What makes us different?

Master in International Leadership and Negotiation

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, the 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.

Opportunity to visit the United Nations (UN) office in Geneva

Our Master also includes an optional trip to Geneva (depending on the circumstances of the Covid 19 pandemic) 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.

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.

Practical methodology

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

International master

The Master in International Leadership and Negotiation is completely taught in English and is attracting students from all over the world.

Professional faculty

Academically qualified professors with professional experience who connect theory and practice as they include present-day case studies in their classes, are 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 subjects they teach. 40% percent of the professors come from UNITAR and 60% from the Universidad Europea de Valencia.

Development of soft skills

The Master in International Leadership and Negotiation will help you improve your negotiation skills to excel in various challenges in professional life. Whether mediating during a crisis or conflict or negotiating with another organization or group, you will be equipped with these essential skills to reach acceptable negotiation outcomes during the Master/academic year.



Plan de estudios

Master in International Leadership and Negotiation

MODULES	ECTS
MODULE I	5 ECTS
<ul style="list-style-type: none"> Introduction to Leadership. 	
MODULE II	5 ECTS
<ul style="list-style-type: none"> The Process of Decision-Making. 	
MODULE III	5 ECTS
<ul style="list-style-type: none"> Leadership Skills and Risk Management. 	
MODULE IV	5 ECTS
<ul style="list-style-type: none"> Stakeholder Engagement and Coordination. 	

MODULES	ECTS
MODULE V	5 ECTS
<ul style="list-style-type: none"> Negotiation Skills and Techniques. 	
MODULE VI	5 ECTS
<ul style="list-style-type: none"> Overcoming Negotiation Deadlocks. 	
MODULE VII	5 ECTS
<ul style="list-style-type: none"> Conference Diplomacy and Multilateral Negotiations. 	
MODULE VIII	5 ECTS
<ul style="list-style-type: none"> Mediation, Conflict Resolution and Difficult Conversations. 	

MODULES	ECTS
MODULE IX	5 ECTS
<ul style="list-style-type: none"> Training Workshop: Public Speaking and Media Relations. 	
MODULE X	6 ECTS
<ul style="list-style-type: none"> Transversal Project Presentation. 	
MODULE XI	9 ECTS
<ul style="list-style-type: none"> Final Research Paper. 	



Employability

Master in International Leadership and Negotiation

Who should apply?

The Universidad Europea Selection Committee 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. 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.

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.

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



Empresas colaboradoras



You may also be interested in...

Master in International Leadership and Negotiation

From the best professionals

“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 to 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 Mestre-Jordá
Program Director.

What our students think

“This exceptional Master’s Program in International Leadership and Negotiation is a great step forward to realize UNITAR’s vision of a world in which individuals, institutions and organizations are equipped with the essential knowledge, skills and capacities to jointly overcome current and future global challenges. I am very pleased that UNITAR has the opportunity to collaborate with the Universidad Europea de Valencia to equip young leaders with the vital skill set to shape the future towards a more peaceful, prosperous and sustainable world.”

Mr. Nikhil Seth
UN Assistant Secretary-General,
UNITAR Executive Director.



Financing and Scholarships

The flexibility you need

The Universidad Europea Valencia is committed to not allowing the cost of the courses from stopping you from accessing quality education.

Talk to an advisor to find out all of the options available to you:



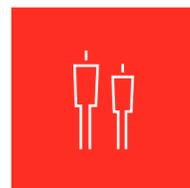
Flexible payment



Study grants for the continuation of studies



Study grants for simultaneous courses



Study grants for having a family member at the UEV



Official study grants

Knowledge without barriers

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

Don't let anything stand in your way!

Go beyond



Admissions Process

Documentation

The admission process for the Universidad Europea Postgraduate School is open throughout the year, although enrolment in any of the programmes is subject to availability.

If you would like personalised advice from the Postgraduate Admissions team, you can go to our university campus in Valencia or contact us via:

Phone **(+34) 96 104 38 83** or email
postgrado.valencia@universidadeuropea.es

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

- Copy of your DNI or NIE.
- CV.

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

Reserve your place

It is recommended you reserve your place within 7 calendar days from receiving confirmation that you have been accepted.



Personalised advice



Send application and documentation



Interview with the master's course director



Confirmation of acceptance



Formalise reservation and enrolment





**Universidad
Europea**

**How far
can you go?**

As far as you want.

Go beyond



Universidad Europea de Madrid

Campus de Villaviciosa de Odón

C/ Tajo, s/n, 28670.

Villaviciosa de Odón, Madrid

Campus de Alcobendas

Av. Fernando Alonso, 8, 28108.

Alcobendas, Madrid

Phone number: (+34) 91 740 72 72

Students: (+34) 91 414 66 11

Universidad Europea de Valencia

Paseo de la Alameda, 7, 46010.

Valencia

Phone number: (+34) 96 104 38 83

Students: (+34) 96 104 38 80

Universidad Europea de Canarias

Campus de La Orotava

C/ Inocencio Garcia, 1, 38300.

La Orotava, Tenerife

Phone number: (+34) 92 209 70 91

Students: (+34) 92 298 50 06

Santa Cruz de Tenerife Facilities

Calle Valentín Sanz, 22, 38002.

Santa Cruz de Tenerife

Phone number: (+34) 92 244 26 31

Students: (+34) 92 244 26 34

English and Spanish phone number:

(+34) 91 740 72 72



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