

## **Peru DECP trains employers to develop negotiating skills**

During the second week of January staff and members of the Sociedad Nacional de Industrias (SNI) in Peru participated in a training on negotiating skills.

In Peru negotiations often fail and arbiters take over with unwanted outcomes for all involved. The objective of this training given by DECP expert Dirk Joosse, was to improve social dialogue and improve the quality of negotiations by training and coaching future trainers using so-called “interest-based negotiations”. During 2,5 days participants got acquainted with the concepts, theory and exercises and practiced in role plays. Next May a second session will take place in which the participants will have the opportunity to exercise with the content of the training.

After this 2,5 day training, a 3 hour workshop organized by SNI about this way of negotiating hosted over 100 participants. Both training and workshop form part of a project of DECP to support the setup of a social dialogue in Peru at a national level.