



Embassy
of the Federal Republic of Germany
Tel Aviv



INSS Center for Applied Negotiations,
together with the Goethe-Institut Israel and the
German Embassy in Israel
cordially invite you to an open seminar

Negotiation Matters

December 12, 2018

Institute for National Security Studies
40 Haim Levanon Street, Tel Aviv

16:00 Greetings

Col. (res.) Gilead Sher, Head of the Center for Applied Negotiations, INSS, and
former Senior Israeli Negotiator

Dr. Wolf Iro, Director, Goethe-Institut Israel

16:20 Keynote I

Dr. Susanne Wasum-Rainer, German Ambassador to Israel

16:50 Panel: Conflict Resolutions Across the World; with our brain or our heart?

Moderator: Gilead Sher

Participants:

Ambassador Colette Avital, former Israeli senior diplomat and politician

Dr. Hiba Hussein, former legal advisor to the Palestinian peace process delegation

Ambassador Dan Gillerman, former Israeli Permanent Representative to the United Nations

**17:50 Keynote II: Dan Meridor, former Deputy Prime Minister and Minister of Intelligence and
Atomic Energy**

Dilemmas of an Israeli decision-maker

18:20 Closing Address

Brig. Gen. (res.) Udi Dekel

18:30 Festive pre-opening exhibition & reception