10–11 January 2026 | Online

Navigating Negotiation and Diplomacy in the Age of AI

Call for Contributions

Submission Guidelines

The AI Negotiation Forum will be held online on 10–11 January 2026 as an open and accessible global event. It is organised in a partnership between Frontline Associates, Harvard University, the Geneva Graduate Institute, INALCO and DECRIPT, the European Negotiation Association, the Université de Sherbrooke and the AI for Good.

The AI Negotiation Forum aims to establish a global platform for advancing knowledge, teaching, and research on the use of artificial intelligence in negotiation and diplomacy. Its objectives are to (1) map the current state of innovation in AI-supported negotiation; (2) identify emerging opportunities and risks for practitioners across diverse contexts; and (3) define a forward-looking agenda for education, research, and institutional engagement that ensures technological change strengthens rather than undermines the human role in addressing complex issues and relationships.

Agenda of the Forum

The Forum will convene a series of online panels and roundtables over two days to explore how artificial intelligence is reshaping the work of negotiators and diplomats. Discussions will examine the ways AI is transforming negotiation processes in both bilateral and multilateral settings, while also highlighting the new skills practitioners need to regain control over the use of AI in diplomatic settings. From technical literacy and ethical awareness to adaptive communication and cross-

disciplinary collaboration, the Forum will shed light on the evolving toolkit required to integrate AI effectively into negotiation practice. A central goal of the Forum is to set priorities for teaching and research that confront the challenges of AI in terms of technology, inclusivity, and institutional responsibility. It seeks to ensure that the adoption of AI strengthens negotiation practice rather than diminishes the human elements—such as empathy, trust, and judgment—that lie at the heart of effective diplomacy and dialogue.

Several areas of inquiries for the Forum are proposed:

1. **Integrating AI into Complex Negotiations**

This track will examine how pre-designed AI tools are being integrated into the workflows of negotiators, diplomats, and policy makers operating in complex environments. It will map the current state of practice and explore short-term evolutions across diverse negotiation contexts, including bilateral and multilateral diplomacy, humanitarian action, and trade negotiations. Particular attention will be given to how these systems can adapt to different phases of negotiation, monitor shifting interests, and incorporate historical, political, and socio-cultural dimensions to strengthen strategic planning and risk management.

2. **Teaching and Training on the Use of AI in Negotiation Processes**

This track will bring together trainers, educators, and practitioners to explore how negotiators can be best prepared for an AI-enabled world. Conversations will focus on identifying the essential AI skills for complex and high-stakes negotiation—ranging from understanding AI's capabilities, its potential bias as well its and limitations to applying its outputs strategically and ethically.

3. **Next-Generation AI Systems for Negotiation**

This track will explore emerging AI models and architectures—such as retrieval-augmented generation (RAG), multi-agent systems, autonomous negotiation agents, and AI-based coaching or mentoring tools—that are redefining the technological frontier in AI negotiation support. It will feature contributions from technical researchers and developers who are designing, testing, and deploying these systems, as well as demonstrations of innovative interface designs that make them accessible to practitioners.

4. **Learning to Negotiate With and From AI**

This track will explore how negotiators and researchers can co-learn with AI systems through simulations and interactive agents, uncovering strategies and patterns beyond traditional negotiation literature. Discussions will focus on identifying, testing, and adapting AI-generated insights to ensure they are effective, ethical, and culturally relevant.

5. **Responsible, Accountable and Ethical Use of AI in Negotiation and Diplomacy**

This track will examine how to design and deploy AI systems for negotiation in ways that uphold fairness, transparency, and accountability. Discussions will address ethical principles in both system development and practitioner use, covering topics such as bias mitigation, traceability of AI-generated outputs, governance frameworks, and safeguards for responsible adoption. The goal is to identify shared standards and practical measures that ensure AI strengthens rather than undermines trust and legitimacy in negotiation processes.

6. **The Impact of AI on Trust, Culture, and Cross-Cultural Sensitivity**

This track will examine how AI can either strengthen or undermine trust-building in negotiation, particularly in cross-cultural contexts. Discussions will address the capacity of AI systems to recognize, interpret, and adapt to cultural norms, linguistic nuances, and implicit meanings. This track will also analyse potential cultural bias or undermining of minority perspectives in existing AI models used for negotiation, and their impacts on specific negotiation types. The goal is to assess how these capabilities —or their absence—affect relationship-building, mutual understanding, and the overall success and ethics of negotiations in diverse settings.

7. **Risks of Overreliance, De-skilling, and Alienation**

This track will critically examine the personal, professional, and organizational risks that come with integrating AI into negotiation processes. Key issues include overreliance on AI-generated outputs, erosion of human strategic thinking and creativity (de-skilling), and alienation from negotiation outcomes when human agency is diminished. Discussions will also explore the impact of cognitive off-leading on the ability to users to engage in complex environments on the long run, as well as emerging "semiotic gap," where AI-generated positions may lack authentic human intent or meaning, raising concerns about legitimacy and trust in the negotiation process.

Submission Guidelines and Deadlines

We invite researchers, negotiation practitioners and diplomats to contribute to shaping an agenda for research and teaching that reflects the realities of negotiation and diplomacy. This is a unique opportunity to influence the research priorities of the coming years.

Format: Submit a short concept note of your proposed contribution (300–500 words).
Submission Process: Upload your details and proposed contribution via the Forum's online portal.

Deadlines:
- Submit your concept note by 20 November 2025.
- Selected contributors must submit a 2-minute pitch video by 18 December 2025.

Questions to Guide Your Contribution

- How do you see AI being used in negotiation and diplomacy?

- What are your concerns about the use of AI in these contexts?

- What technological developments would you like to see to support negotiators?

- What technologies or case studies would you like to present and discuss?

Contact: For inquiries, please email aiforum@frontline-associates.org

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