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# AI NEGOTIATION CHALLENGE AT HARVARD

**GLOBAL AI SIMULATION**  
**ONLINE AND ONSITE**  
**8 - 9 MARCH 2025**

Hosted by:



**Harvard** John A. Paulson  
**School of Engineering**  
and Applied Sciences



A collaborative initiative between:



**Harvard** John A. Paulson  
**School of Engineering**  
and Applied Sciences



**HARVARD**  
**HUMANITARIAN**  
**INITIATIVE**







**A two-day event** where online and onsite teams participate in AI-assisted negotiation simulations and collaborate to tackle climate change challenges.

**A high-stakes global negotiation** challenging participants to develop innovative, AI-assisted strategies to address urgent and complex issues.

**Teams receive expert coaching** on climate policy and AI-assisted negotiation, providing them with the knowledge and tools to excel in the Challenge.

**Hosted by a leading Harvard research center in human-computer interactions**, renowned for advancing innovative solutions in AI-driven collaboration.



# 2025 Harvard Simulation Theme



## Negotiating the Transition from Fossil Fuel at CoP30 in Belém

The 2025 AI Negotiation Challenge at Harvard will simulate high-stakes climate negotiations at COP30 in Belém, Brazil, focusing on the transition from fossil fuels. Participants will explore how AI enhances complex negotiations by analysing data, building alliances, and generating actionable communication, empowering delegations to navigate adversarial dynamics effectively.

### **Key Objective:**

Investigate how AI can facilitate a negotiation on how to plan the transition away from fossil fuels by identifying sustainable pathways, synthesizing vast amounts of data, and supporting consensus-building efforts across divergent interests.

### **Core Challenge:**

Address the unequal distribution of costs and benefits associated with climate action, balance global power dynamics, and foster international cooperation to craft innovative and equitable solutions.

### **Simulation Focus:**

Participants will work in teams representing selected country delegations at the CoP30 while gaining a deeper understanding of the complexities of global collaboration in addressing climate change. The simulation highlights AI's potential to empower human decision-makers in overcoming barriers and achieving transformative results.

# AGENDA OF THE EVENT

Saturday 8 March, 2025

## Morning - Public Sessions

**9h00** KEYNOTES

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**9h30** EXPERT PANEL ON CLIMATE NEGOTIATION

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**10h30** EXPERT PANEL ON AI IN NEGOTIATION

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**11h30** NEXT STEPS - CLOSING OF PUBLIC EVENT

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## Afternoon - Closed Sessions

**13h30** TEAM BRIEFINGS ON RULES AND PROCESS

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**14h30** ROUND 1 OF THE SIMULATION:  
OPENING POSITIONS AT COP30.

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**17h00** END OF ROUND 1

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**17h10** COMMUNICATION ABOUT NEXT STEPS

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# AGENDA OF THE EVENT

Sunday 9 March, 2025

## Morning - Closed Sessions

**9h00** WELCOMING PARTICIPANTS

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**9h10** ROUND 2 OF THE SIMULATION: NEGOTIATING  
COP30 CONSENSUS DOCUMENT

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**12H00** END OF ROUND 2

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**12H30** JURY DELIBERATION

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## Afternoon - Closed Sessions

**13h30** ROUND 3 OF THE SIMULATION: FINAL PRESS  
CONFERENCE ON COP30 CONSENSUS.

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**16h00** END OF ROUND 3 - JURY DELIBERATION

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**16h30** AWARD CEREMONY

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**17h00** CLOSING OF EVENT

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# HOW TO PARTICIPATE

**Step 1: Craft Your AI Assistant:** Access the [AI Negotiation Gateway](#), a free platform with video tutorials and live sessions to help you create and customize your first AI Assistant for complex negotiations (requires OpenAI ChatGPT Plus subscription).

**Step 2: Become member of the [AI Negotiation Network](#)** to further refine your skills in crafting your AI Assistant and engage with peer in AI labs and workshops (a [membership subscription](#) of USD 20/ month is required per individual member).

**Step 3: Create a team of 3–5 members and [submit an application to the Global Simulation](#):** Complete [one application per team](#), detailing team members, their roles, and interests. The coordinator handles application submission and communication. If you do not have a team yet, you can reach other members in one of the Network activities.

**Step 4: Prepare for the Global Simulation:** Accepted teams gain access to necessary resources and expert coaching to prepare for the global negotiation simulation.

**Step 5: Join the event online or onsite on 8 - 9 March.**



# ABOUT THE ORGANISERS



Frontline Associates  
REACHING ACROSS THE DIVIDE

**Frontline Associates Training Center (FATC)**, established in 2023, empowers negotiation professionals by combining AI-assisted tools with collaborative practices to address global challenges like climate change, social divides, and humanitarian crises. With advanced courses and a supportive community, FATC equips practitioners to analyze complexities, foster trust, and develop impactful strategies, while meeting the growing demand for AI-driven negotiation tools and simulation platforms.



**The Data to Actionable Knowledge (DtAK) lab at Harvard SEAS**, established in 2023, leads interdisciplinary research on the impact of AI in negotiation. By leveraging large language models (LLMs), DtAK explores how AI can support negotiators in synthesising unstructured information and improving decision-making processes. Its research focuses on understanding human-AI interactions in negotiation, combining traditional and modern AI approaches for reasoning tasks, and ensuring ethical, responsible AI use in risk-sensitive environments.



Centre for  
Multilateral  
Negotiations

**CEMUNE** has provided since 2014 expert training and advisory services to COP Presidencies, UNFCCC, and other global organizations, contributing to landmark agreements like the Paris Agreement. Committed to fostering collaboration among policymakers, private sector actors, and civil society, CEMUNE equips stakeholders with the skills, knowledge, and strategies needed to achieve transformative global sustainability agreements and implement them effectively.



Université de  
Sherbrooke

Under the leadership of Professor Annie Chaloux and Researcher Philippe Simard, researchers and students from the **École de politique appliquée of the Université de Sherbrooke** play a pivotal role in shaping the case study for the Global Simulation on transitioning away from fossil fuels. Their efforts focused on crafting a comprehensive, multifaceted scenario that incorporates economic, political, and social dimensions of this critical global challenge. By integrating the latest research and practical insights, the team ensure the simulation will provide participants with a realistic, dynamic environment to explore the complexities of achieving sustainable energy transitions.

**The Harvard Humanitarian Initiative (HHI)** advances humanitarian response through research, education, and innovation.

With a strong history of developing technologies to improve crisis response, HHI has been instrumental in enhancing decision-making and aid delivery in disaster and conflict settings. It also examines the impacts of climate change on humanitarian efforts, focusing on how environmental shifts exacerbate vulnerabilities and demand adaptive strategies. By supporting the AI Negotiation Challenge, HHI demonstrates its commitment to fostering innovation and mobilizing the Harvard and global humanitarian communities to tackle complex, interconnected challenges.

**The AI for Good** platform, led by the International Telecommunication Union (ITU), is a global initiative dedicated to leveraging artificial intelligence to advance the United Nations' Sustainable Development Goals (SDGs). By fostering collaboration across sectors, it promotes innovative AI solutions to tackle global challenges such as health, climate change, and humanitarian response. Its support for the AI Negotiation Challenge highlights its commitment to exploring AI's potential in addressing complex global issues, fostering innovation in negotiation processes, and advancing solutions that promote equitable and sustainable outcomes.





The **Graduate Institute** in Geneva, Switzerland, is a leading academic institution dedicated to fostering global governance, diplomacy, and international development. With a strong focus on interdisciplinary research and executive education, the Institute has been at the forefront of equipping professionals with the skills needed to navigate complex global challenges. Through specialised programs, research initiatives, and executive training, it supports diplomats, policymakers, and civil society actors in harnessing digital tools for effective, transparent, and ethical negotiation processes. As a core partner of the AI Negotiation Challenge, the Institute actively contributes to advancing AI-driven negotiation strategies while ensuring that technology aligns with principles of fairness, inclusivity, and human-centric decision-making. **It will host the next AI Negotiation Challenge in Geneva on 23-24 May 2025**, focusing on migration negotiation in the European Mediterranean Space. This event will bring together diplomats, AI researchers, and negotiation experts to explore innovative approaches to migration governance, leveraging AI to enhance dialogue and consensus-building in one of the world's most pressing policy areas.



Advancing  
**Collaborative  
Negotiation**  
With AI



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