



NEGOTIATIONS IN PRACTICE

TOWARDS EFFECTIVE NEGOTIATIONS WITHIN AND WITH THE EU



Monday 12 November	Tuesday 13 November	Wednesday 14 November	Thursday 15 November	Friday 16 November
<p>09.00-09.45 Opening remarks and introduction to the programme</p>	<p>09.00-10.45 Negotiations within the EU <i>Specificities of EU decision-making processes</i></p>	<p>09.00-10.45 Communication skills for negotiators <i>Identifying one's communication style</i> <i>The art of persuasion and personal influence</i></p>	<p>09.00-10.45 Negotiations within the EU <i>Mechanics and dynamics within and between the EU institutions</i></p>	<p>09.00-10.30 One-day negotiation simulation (based on a real political/legislative issue under discussion in the EU) <i>COREPER meeting</i></p>
<p>09.45-10.45 Introduction to negotiations <i>Negotiation typology, methods and life cycle</i></p>				
Coffee break	Coffee break	Coffee break	Coffee break	Coffee break
<p>11.00-12.00 Introduction to negotiations <i>Negotiation typology, methods and life cycle</i></p>	<p>11.00-12.30 Negotiations within the EU <i>Case studies on major EU negotiations</i></p>	<p>11.00-12.30 Communication skills for negotiators <i>Intra-team organization and external communication</i></p>	<p>11.00-12.30 Negotiations within the EU <i>Comitology and the importance of delegated and implementing acts</i></p>	<p>10.45-12.00 One-day negotiation simulation <i>COREPER meeting (cont.)</i></p>
Lunch	Lunch	Lunch	Lunch	Lunch
<p>13.00-14.30 Guided walking tour of Bruges</p>	<p>14.00-15.30 Negotiations with the EU <i>The EU in multilateral fora – multiparty negotiation exercise</i></p>	<p>14.00-15.30 Negotiations with and within the EU <i>Brexit negotiations – current status</i></p>	<p>14.00-15.30 Negotiations with the EU <i>Developing and implementing a strategy to influence with impact</i></p>	<p>13.30-15.00 One-day negotiation simulation <i>Council meeting</i></p>
<p>14.30-16.00 Introduction to negotiations <i>Bilateral bargaining, distributive and integrative negotiations</i></p>				
Coffee break	Coffee break	Coffee break	Coffee break	Coffee break
<p>16.15-18.00 Introduction to negotiations <i>Bilateral negotiations exercises</i> <i>Assessing one's negotiating style</i></p>	<p>15.45-17.00 Negotiations with the EU <i>The EU in multilateral fora - multiparty negotiation exercise</i></p>	<p>15.45-17.30 Negotiations with and within the EU <i>Brexit negotiations – simulation exercise</i></p>	<p>15.45-17.00 Negotiations with the EU <i>Networking and coalition building</i></p>	<p>15.15-16.15 One-day negotiation simulation <i>Council meeting (cont.)</i></p>
	<p>17.00-18.30 Feedback session <i>Group then individual feedback with the preparation of a plan of action</i></p>			<p>17.30-18.30 Preparations for the one-day negotiation simulation <i>Introduction and allocation of roles</i></p>
				<p>17.15-17.30 Evaluation and awarding of certificates</p>
Welcome reception			Farewell Dinner	

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