

NEGOTIATIONS IN PRACTICE

TOWARDS EFFECTIVE NEGOTIATIONS WITH AND WITHIN THE EU

The purpose of this five-day Advanced Training Course is to enhance negotiation and communication skills that can be applied in the interaction with and within the EU.



Monday 13 November	Tuesday 14 November	Wednesday 15 November	Thursday 16 November	Friday 17 November
09.00-09.45 Welcome to the College of Europe & presentation of the programme	09.00-10.15 Bilateral negotiations (exercises) (I)	09.00-10.45 Multilateral negotiation: preparing the ground & drafting the text (I)	09.00-10.45 Communication skills in practice (I)	09.00-10.45 Simulation session: COREPER (I)
Coffee break	Coffee break	Coffee break	Coffee break	Coffee break
10.00-13.00 EU institutions and decision-making process	10.30-12.00 Bilateral negotiations (exercises) (II)	11.00-12.30 Multilateral negotiation: preparing the ground & drafting the text (II)	11.00-12.30 Communication skills in practice (II)	11.00-12.00 Simulation session: COREPER (II)
		12.30-12.35 Group picture		
Lunch	Lunch	Lunch	Lunch	Lunch
14.00-16.00 Introduction to international negotiation	13.00-14.15 Guided walk	14.00-15.30 Multilateral negotiation: coming to closure	14.00-15.00 Negotiation within the EU: mechanics and dynamics of the Council (I)	13.30-15.15 Simulation session: Council Meeting (I)
	14.15-15.45 Multiparty negotiations in the EU			
Coffee break	Coffee break	Coffee break	Coffee break	Coffee break
16.15-17.30 Documentary movie & debriefing: The Agreement (bilateral negotiations)	16.00-17.30 Perception, emotion and culture in international negotiation	15.45-17.00 Documentary movie & Debriefing: Space Between Words (in the UN)	15.15-17.00 Negotiation within the EU: mechanics and dynamics of the Council (I)	15.30-16.30 Simulation session: Council Meeting (II)
	17.30-18.45 Documentary movie & debriefing: The President (of the EU) Director: Christoffer Guldbrandsen		17.00-18.30 Simulation session: Introduction & allocation of roles	16.30-17.00 Closure & awarding of certificates
19.00 Welcome reception			19.00 Farewell dinner	

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