



NEGOTIATIONS IN PRACTICE

TOWARDS EFFECTIVE NEGOTIATIONS WITHIN AND WITH THE EU

A one-week interactive course in the world of negotiations, from finding your strategy and techniques through workshops to experience international and EU negotiations

MONDAY 14 NOVEMBER	TUESDAY 15 NOVEMBER	WEDNESDAY 16 NOVEMBER	THURSDAY 17 NOVEMBER	FRIDAY 18 NOVEMBER
<p>09.00 – 09.30 Welcome & Introduction to the Programme Icebreaker</p> <p>09.30 – 10.30 Introduction to negotiations (I) <i>International and Diplomatic Negotiations</i></p>	<p>09.30 – 10.45 SIMULATION GAME <i>“European Union Multiparty Negotiation – Pentagame”</i> Negotiating WITHIN the EU Multilateral negotiations at the EU Political and Security Committee and General Affairs Council</p>	<p>9.30 – 10.45 Interest representation and lobbying skills <i>Developing and implementing a strategy to influence with impact</i></p>	<p>9.30 – 10.45 Developing your negotiation strategy <i>Exploring different strategies and tactics for negotiation, both within and outside the EU setting. Discussion on the changing negotiation landscape in relation to digitalisation.</i></p>	<p>09.30 – 10.45 ONE-DAY SIMULATION GAME <i>“Gender balance in business leadership”</i> Negotiating WITHIN the EU <i>Multilateral negotiations at the EU COREPER and Council of Ministers</i></p>
COFFEE BREAK	COFFEE BREAK	COFFEE BREAK	COFFEE BREAK	COFFEE BREAK
<p>10.45 – 12.00 Introduction to negotiations (II) <i>International and Diplomatic Negotiations Exercises</i></p>	<p>11.00 – 12.30 SIMULATION GAME <i>“European Union Multiparty Negotiation – Pentagame”</i> Negotiating WITHIN the EU Multilateral negotiations at the EU Political and Security Committee and General Affairs Council Feedback session</p>	<p>11.00 – 12.30 Interest representation and lobbying skills <i>Improving efficiency in networking and coalition building</i></p>	<p>11.00 – 12.30 SIMULATION GAME EU working time directive <i>Simulation on the working time directive to practice tactics. Evaluation.</i></p>	<p>11.00 – 12.30 ONE-DAY SIMULATION GAME <i>COREPER meeting</i></p>
LUNCH	LUNCH	LUNCH	LUNCH	LUNCH
<p>13.30 – 14.45 SIMULATION GAME Negotiation tactics: navigating complexity <i>Bilateral, distributive and integrative negotiations Exercise</i></p>	<p>14.00 – 16.00 Communication skills for negotiators (I) <i>Identifying your communication style, increasing persuasion rates and personal influence</i></p>	<p>14:00 – 16.00 Negotiating WITHIN the EU <i>Specificities of EU decision-making processes,</i></p>	<p>14.00 – 16.00 ONE-DAY SIMULATION GAME <i>Preparations for the One-Day Simulation</i></p>	<p>14.00 – 15.30 ONE-DAY SIMULATION GAME <i>Council of Ministers meeting</i></p>
COFFEE BREAK	COFFEE BREAK	COFFEE BREAK + group picture	COFFEE BREAK	COFFEE BREAK
<p>15.00 – 16.30 SIMULATION GAME Negotiation tactics: navigating complexity <i>Bilateral, distributive and integrative negotiations Debriefing session</i></p>	<p>16.15 – 17.30 Communication skills for negotiators (II) <i>Intra-team organization and external communication</i></p>	<p>16.15 – 17.45 Guided tour of Bruges</p>	<p>16.15 – 17.30 ONE-DAY SIMULATION GAME Negotiation Simulation <i>Preparation time</i></p>	<p>15.45 – 16.45 ONE-DAY SIMULATION GAME Final feedback session <i>Individual feedback & personalized coaching on practical skills</i> 16.45 – 17.00 Evaluation and awarding of certificates</p>
18.30 Welcome reception			19.00 Farewell Dinner	