



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