



NEGOTIATIONS IN PRACTICE

TOWARDS EFFECTIVE NEGOTIATIONS

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 18 NOVEMBER	TUESDAY 19 NOVEMBER	WEDNESDAY 20 NOVEMBER	THURSDAY 21 NOVEMBER	FRIDAY 22 NOVEMBER
<p>09.00 – 09.30 Welcome & Introduction to the Programme Icebreaker Negotiations team</p> <p>09.30 – 10.30 European Union Negotiation <i>Introduction and Exercise</i></p>	<p>09.30 – 10.45 Conference Diplomacy <i>Introduction, Preparation, Negotiation</i></p>	<p>9.30 – 10.45 Interest representation and lobbying skills (I) <i>Developing and implementing a strategy to influence with impact</i></p>	<p>09.30 – 10.45 Negotiating WITHIN the EU <i>Specificities of EU decision-making processes</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 European Union Negotiation <i>Introduction and Exercise</i></p>	<p>11.00 – 12.30 Conference Diplomacy <i>Introduction, Preparation, Negotiation</i></p>	<p>11.00 – 12.30 Interest representation and lobbying skills (II) <i>Improving efficiency in networking and coalition building</i></p>	<p>11.00 – 12.30 Negotiating WITHIN the EU <i>Specificities of EU decision-making processes</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 Negotiation Behaviour <i>Chairing, Strategy and Tactics</i></p>	<p>14.00 – 16.00 Conference Diplomacy <i>Drafting, Deciding, Debriefing</i></p>	<p>14:00 – 15.15 Communication skills for negotiators (I) <i>Identifying your communication style, increasing persuasion rates and personal influence</i></p>	<p>14.00 – 16.00 ONE-DAY SIMULATION GAME Negotiation Simulation <i>Presentation of the exercise & distribution of workbook</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 – 17.00 Negotiation Behaviour <i>Chairing, Strategy and Tactics</i></p>	<p>16.15 – 17.30 Conference Diplomacy <i>Drafting, Deciding, Debriefing</i></p>	<p>15.30-17.00 Communication skills for negotiators (II) <i>Intra-team organization and external communication</i></p> <p>17.15 – 18.15 Boat tour on the canals of Bruges</p>	<p>16.15 – 17.30 ONE-DAY SIMULATION GAME Negotiation Simulation <i>Preparations for the One-Day Simulation</i></p>	<p>15.45 – 16.45 ONE-DAY SIMULATION GAME Final feedback session <i>Individual feedback & personalized coaching on practical skills</i></p> <p>16.45 – 17.00 Evaluation, farewell drinks and awarding of certificates Negotiations team</p>
18.00 Welcome drink in the Foyer			18.15 Brewery visit and Farewell Dinner at Halve Maan	