

European Negotiations

The EU's unique negotiation machinery balances collective interests, national priorities and the objective of reaching agreements everyone must ultimately live with; good negotiators make this happen.

What You Learn Specifically

- Develop coherent negotiation strategies, tactics and skills for diverse EU environments
- Enhance leverage to prepare, coordinate, liaise and operate efficiently and effectively in EU inter/intra-institutional settings
- Get your message across and find support
- Improve EU process management in handling complex files
- Integrate bilateral-multilateral with formal-informal meeting skills
- Chair and be chaired: options, strategies, actions
- Master challenges and dealing with delicate situations and individuals

What You Learn Overall

- ✓ Improve the operational negotiation skills related to preparation, internal coordination, operating in EU working parties and committees, lobbying-advocacy, emotional and political acumen, intelligent flexibility, finding fruitful compromise and consensus, twinning strategic planning and tactics, and much more...
- ✓ Proven meeting tools for EU decision-making processes, taking the floor, managing chairs, “giants”, influencing and making a difference) in order to enhance one’s self-confidence and to become agile at adjusting to meeting room realities
- ✓ How to become more of a “player” in various EU negotiation settings and environments rather than merely to observe and take what others have decided

Duration 1-3 days

