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Seminar "International Negotiations"

29. Juni 2005 (8.30 - 17.00 h)

morning

08.30 - 09.30 Introduction of tutor and participants, explaining aims of the seminar

09.30 - 09.45 Introduction of bilateral role exercise *The EC Banana Conflict*

09.45 - 10.00 Break

10.00 - 10.30 Role exercise in two groups with video recording

10.30 - 12.15 Video analysis of role exercise

Explanation of bilateral negotiation patterns

-- *offensive/defensive, open/concealed*

-- *confrontational/competitive/cooperative*

12.15 - 13.00 Lunch

afternoon

13.00 - 14.00 Analysis, continued

14.00 - 14.30 Introduction of role play *Redundancies in Euroland*

14.30 - 15.00 Preparation in groups

15.00 - 15.30 Break

15.30 - 16.30 role play

16.30 - 17.00 Analysis of role play

Explanation

-- *Dos and don'ts of the chairperson*

-- *multilaterality - an introduction*

30. Juni 2005 (8.30 - 17.00 h)*morning*

08.30 - 09.00 Résumé of previous day

09.00 - 10.15 Introduction of role simulation *EU Council of Ministers - Animal Testing for Cosmetics* (drafting a directive on consumer protection)

Explanation

- Council of Ministers, COREPER, and Commission
- coalitions, majority options, consensus

10.15 – 11.15 Break, to be used for individual preparation

11.15 – 12.15 1st plenary round

12.15 - 13.00 Lunch

afternoon

13.00 - 15.15 2nd and possible further plenary round(s)
in between informal talks (lobbying)

15.15 - 15.45 Break

15.45 - 17.00 Analysis of game, final evaluation