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