

EU Negotiating Workshop for the Master in Peace Building Management

Europa2010 / Pontificia Facoltà Teologica San Bonaventura

20 April 2013

Aim: To help participants understand the EU decision-making process and develop the skills needed for effective negotiation within an enlarged EU.

- 08:45 **Introduction to the programme:** The new EU structure post-Lisbon
Adam Steinhouse
- 09:00 **Interactive session** allowing participants to share their EU / negotiating
experience and establish learning priorities for the workshop
- 09:15 **Treaties and the spirit of the EU:** What drives the integration process and
how has the spirit of the EU changed over time?
- 10:30 Coffee
- 10:45 **EU institutions and decision making:** How the main EU institutions operate
and fit together
- 11:45 **Preparing for a negotiation:** establishing your position; lobbying;
presentational tips; procedural points
- 12:30 **Reading** of allocated role and “confessionals” with tutor
- 12:45 Lunch
- 13:15 **Negotiation exercise** (to include coffee break and lobbying)
- 15:30 **Debriefing from exercise and reinforcement of key learning points** to
cover (as necessary): role of Presidency, Commission, European Parliament;
lobbying; coordination; operating in an enlarged EU
- 16:15 **Workshop review and assessment**
- 16:45 Close

The workshop is facilitated by **Dr Adam Steinhouse**, international EU consultant and formerly head of the School of European Studies at the UK National School of Government. Previously, he taught European Politics at the universities of Oxford, Cambridge and the LSE, and he was a commentator for the BBC and CNN on European and North American affairs. His book, *Workers' Participation in Post-Liberation France*, was published by Lexington Books. Born in Montreal, Adam graduated with a BA from Harvard University and a DPhil from Oxford University.