



Workshop on

“EU decision making and negotiation techniques”

Danilovgrad (Montenegro), 5-8 June 2012

PROVISIONAL PROGRAMME

Background

Although in different stages, all Balkan countries have the ambition to become full member of the European Union (EU) in the future. This means public administration not only has to have a good knowledge of the working and competences of the EU institutions, but that they have the insight and necessary skills as well to optimize effective national interest representation in the European arena.

Objectives

To provide knowledge, insight and skills for cooperation with the European institutions and to improve the necessary skills for effective national interest representation in the European arena.

Content

This four day training will focus on:

Day 1: Historical timeline analysis of the EU integration project (assignment)

SWOT analysis national EU coordination systems (assignments)

The EU integration process: an historical overview

The EU institutions and its competences

Cooperation between the EU institutions and with the member states

Day 2: The importance of a (clear!) mandate

The (informal) EU decision making procedures: how to influence the EU?

Bilateral negotiations; casus and theory (zero-sum, zone of agreement, BATNA)

Four values orientation: individual assignment. What are different negotiation styles and what are the (dis)advantages of every style?

Multilateral negotiations: the economic future of Transnasia

Day 3: EU simulation game: an economic future for Europe?

Every participant will represent a Minister of Economic Affairs of a member state and a compromise has to be reached on four issues from the Europe2020 strategy

Day 4: Obligation of harmonization of domestic legislation with the EU acquis in acceding countries

National program for European integration and the negotiation process

Steps in the harmonisation process

The legislative cycle, including assignment

Target Group

Junior to mid level Civil servants from Western Balkan countries working in the public administration on national level and involved in European dossiers (EU integration units within related Ministries).

Workshop Trainers

Robert BOUDEWIJN: is almost 20 years active in the field of EU affairs training.

He started his career as director of training at the European Platform for Dutch Education, the national Socrates Agency. Here he developed and executed between 2003 and 1998 numerous training courses and study visits for the educational sector. From 1999 until 2008 Rob Boudewijn was senior fellow and acting deputy head of the European Studies Program of the Netherlands Institute of International Relations *Clingendael*. In these 10 years he was responsible for numerous EU training courses for civil servants and diplomats in almost all EU member states, ENP and other countries, varying from two day introductory courses to courses of six months. In 2009 Rob Boudewijn became Senior (associate) Lecturer EU Affairs at *Nyenrode* Business University. In 2010 he became director of the Ecorys Academy, the specialized training institute of Ecorys. Besides that, Rob Boudewijn is the founder and director of Europa-instituut.nl, a networking institute providing training, consultancy, research and project management in EU affairs.

Rob is a frequent commentator on current EU developments in the (Dutch) media and published the last 5 years appr. 40 articles about several EU subjects (enlargement, ENP, relations with Turkey, "Europeanization": of national policies etc.)

Thijs VIERTELHAUZEN : Who holds a Master degree in Arts and Social Sciences and as well as European Public Affairs did his PhD research on the influence of EU employment policies on activation- and flexibilisation-strategies in Germany and the UK. From 2001 until 2003 he was a scientific employee at the Institute for European History at the University of Mainz. Then, from 2003 until 2006 he was lecturing and coaching international students at 'European Studies' at the University of Maastricht. He works since 2006 at Ecorys in Rotterdam, currently as a senior consultant responsible for research, provision of presentations/ and trainings, and Project management.

Vladimir MEDJAK: Started in 2001 as teaching assistant at Belgrade Open School in the course “EU institutions and law”. Before that he studied Law in Belgrade and EU M.A. studies in the Faculty of Political Sciences in Bologna. He is currently a Ph.D. candidate at University of Belgrade. In 2003 he began working at the Serbian European Integration Office (SEIO). During Stabilisation and Association Agreement negotiations with the EU (2005-2008) he was the secretary of the expert part of the negotiation team. He was appointed assistant director of SEIO in 2010 where he is coordinating the implementation of the Stabilisation and Association Agreement with EU, the process of legal harmonisation with the EU acquis and the preparations of Serbia for accession negotiations. He was one of the members of the working group that prepared the Serbian Competition Law in 2009. He has been giving lectures since 2003 on numerous seminars and trainings in the area of EU law, institutions and policies, and wrote numerous articles and text on EU law, policies and institutions and on the enlargement process

Methodology

During this four day training different working methods and methodology will be used. Before the start of the training, the participants will receive two preparatory assignments (historical timeline analysis and SWOT analyse of national EU coordination system).

During the training itself we will use:

- Interactive lectures
- Q & A sessions
- Group assignments
- Individual assignments
- Several cases
- Bilateral exercises
- Multilateral exercises
- Simulation games
- Group discussions

Furthermore we strongly believe in the concept of “learning by doing” and “learning from each other”, which means that we stimulate interactivity and group discussions and that we encourage participants to bring in their own casus.

DRAFT TRAINING AGENDA

Day 1: The process of European integration

- 09.30 **Opening and welcome by ReSPA**
Introduction of the trainers, participants and the programme
- 10.00 **EU integration : an historical overview**
Introduction of the main developments and treaty changes
- 11.00 ***Coffee break***
- 11.15 **Assignment – Timeline analysis : identification of key-events**
Presentations by the participants, feedback and discussion
- 12.30 ***Lunch break***
- 14.00 **EU institutions and their competences**
Introduction and overview of the main European institutions, their role,
Competences and cooperation
- 15.45 ***Coffee break***
- 16.00 **Assignment – SWOT analysis: national coordination systems**
Presentations by the participants: the importance of an effective national
EU coordination system

Day 2: EU-level negotiations: how to get to Yes?

- 09.00 **The importance of a (clear) mandate**
From bilateral to multilateral negotiations : the difference between a written
and oral mandate
- 10.15 ***Coffee break***
- 10.30 **The informal EU decision-making procedures :
How to influence the EU ?**
Interactive introduction to the informal decision making procedures :
how to be effective in the European arena ?
- 12.15 ***Lunch break***
- 13.15 **Bilateral negotiations : the van of the Embassy**

casus and theory (zero-sum, zone of agreement, BATNA)

14.15 **Assignment - Four values orientation :**
What are different negotiation styles and what are the (dis)advantages of every style ?

14.45 **Coffee break**

15.00 **Assignment - Multilateral negotiations :**
Simulation *the economic future of Transnasia*
The importance of regional cooperation for international funding

Day 3: EU simulation game : an economic future for Europe ?

09.00 **Introduction simulation *an economic future for Europe* ?**
Introduction agenda
How to manage multilateral negotiations ? Practical tips
Distribution of individual instructions
Individual preparations: Every participant will represent a Minister of Economic Affairs of an EU Member State. A compromise has to be reached on four issues from the Europe2020 strategy.

10.15 **Coffee break**

10.30 **Negotiations, round 1**
Tour du Table : presentations of the Member States positions
Start of the negotiations, round 1

12.30 **Lunch break** (informal negotiations)

13.30 **Negotiations, round 2**

15.15 **Coffee break**

15.30 **Council conclusions**
The Presidency will summarize and present the final compromise

16.00 **Feedback and self assignment**
The participants will receive feedback on process and content
Self assignment : four dimensions in negotiations ; what is your dominant style ?

Day 4: Accessing the EU

- 09.00 **Harmonizing domestic legislation with the EU Acquis**
Why is harmonization being carried out?
What are the requirements during the process depending on the specific position of a country in the process?
Constitutional implications of the European integration process
- 10.30 ***Coffee break***
- 10.45 **National programmes for EU integration and the negotiation process**
Aims, content and purposes
Serbian experience
Administrative structure behind it
Harmonisation during accession negotiations
Stages in negotiations and outcomes of negotiations: experiences of 2004/2007/2013
- 12.30 ***Lunch break***
- 13.30 **Steps in the harmonisation process**
Scope of the term “harmonisation”
Phases in harmonisation
Creation of the national version of the EU acquis
- 14.45 ***Coffee break***
- 15.00 **The legislative cycle(including an assignment)**
Phases of legislative cycle
Pitfalls and possible shortcomings
Assignment in groups (preparation of the public debate for new legislation: What aspects should be taken into consideration) - 45 min
- 16.30 **End of training**