



# ReSPA

Regional School  
of Public Administration

## EU negotiation and (pre) accession techniques

15-17 May 2013

Danilovgrad, Montenegro

**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. A basic condition for public administration is a good knowledge of the working and competences of the EU institutions. In this training it is assumed that the participants do have this basic knowledge and the focus is, therefore, on insight and necessary skills to optimize effective national interest representation in the European arena, especially EU negotiations skills, the (administrative) requirements to start accession negotiations and “lessons learned” from Croatia’s accession negotiations.

## Objectives

The main objectives of this workshop are to provide knowledge, insight and skills for effective national interest representation, especially EU negotiation skills, how to prepare public administration administratively for accession negotiations and “lessons learned” from Croatia’s accession negotiations.

By the end of the Programme it is envisaged that participants will

- Be able to understand the (informal) EU decision making procedures and conditions for effective national public affairs (lobbying);
- Be able to compose a clear mandate;
- Have insight in the level playing field (other actor, institutions etc);
- Have gained insight in their own dominant communication and negotiation style and what the (dis)advantages of every style are;;
- Have practised and improved their own negotiation skills;
- Do understand the difference between bilateral- and multilateral negotiations;
- Have insight and knowledge of Croatia’s accession process (problems and challenges);
- Have knowledge of the links between the enlargement criteria and the negotiation chapters;
- Have knowledge of harmonizing domestic legislation with the EU Acquis;
- Have gained practical insight in the different steps of the harmonization process; experience in setting and agreeing objectives for Staff Appraisal and Review
- Know how to conduct the legislative cycle.

## Content

The content proposed by this training is organized around three core themes as follows:

- The importance of a (clear!) mandate: synergy versus synthesis.
- Timeline EU accession process Croatia (Workshop)
- Obligation of harmonization of domestic legislation with the EU acquis in acceding countries

During the first day the participants will be provided information on how to influence the EU and what are the conditions for effective national public affairs in Brussels. In addition different negotiation styles will be explored followed by bilateral negotiations exercise. On the second day the participants will be offered with the most up to date experience related to the EU accession process coming from Croatia. The entire accession negotiations process of the Republic of Croatia will be presented chronologically and briefly underlying the biggest problems and challenges and highlighting the tight link between enlargement criteria and negotiation chapters which will be simulated in a workshop. Equally valuable consultation process with wide target audience will be elaborated in the session dedicated to Public opinion in WB countries and the second day will be finished by the simulation game encompassing Multilateral negotiations in respect of 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 Europe 2020 strategy. Decision making takes place by Qualified majority Voting (QMV)). The last training day will explore the obligation of harmonization of domestic legislation with the EU acquis in acceding countries including National program for European integration and the negotiation process, steps in the harmonization process and the legislative cycle. The training will be supported by trainers' materials and will include adequate tools of participation while simulating acknowledged negotiations techniques and methodologies.

## Target Group

The training has been formulated to address mid to senior civil servants from Western Balkans working in the Ministry for public administration, Central Institution for EU integration / EU affairs, Ministry of Foreign affairs and other similar institution who want to optimize their EU negotiation skills, their insight in the (administrative) procedures to start accession negotiations and who want to learn from the "best practises" of Croatia's accession to the EU. It is presumed that all participants have a good knowledge of the functioning of the EU, at least 4 years of related working experience in domain of EU integration with particular emphasis on EU negotiations. They should be also entitled for the job positions closely connected with the EU dossiers (or will be responsible soon), development of strategic EU

documents and are themselves involved in (pre-) accession negotiations with the European institutions.

## Workshop Trainers

The training course has been developed in close communication with ReSPA secretariat and is based on the expertise of the Diplomatic Academy of Vienna with the support of one international expert from the Ecorys Academy in the Netherlands and two regional experts. All experts have a background in EU accession negotiations and will draw on their own experiences from both a theoretical and practical perspective.

### **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.)

### **Dubravka SMOLIC**

Started more than 11 years ago at the Croatian Ministry of Foreign Affairs and is responsible for training projects in EU matters for civil servants. Dubravka was, amongst others, member of the team who prepared the referendum campaign on Croatian EU accession. From 2007-2012 Dubravka was Head of Section of the Directorate for Support to Croatia's EU accession. Since 2012 she is Secretary of the Diplomatic Academy of the MFA, responsible for specific EU training courses, like EU decision making processes, the Enlargement process, specific courses regarding Croatian EU accession, simulation games and Croatian national EU coordination. Dubravka is member of the ReSPA Network for European integration.

### **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 three day training different working methods and methodology will be used. During the training itself we will use:

- Interactive lectures
- Q & A sessions
- Group assignments
- Individual assignments
- Several case
- Simulation games
- Group discussions
- Case studies (Chapters)

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

## DRAFT TRAINING PROGRAMME

### Day 1 EU level negotiations: how to get to Yes?

09.30 - 10.00	Opening and welcome by ReSPA Introduction of the trainers, participants and the programme
10.00 - 11.00	<b><i>The importance of a (clear) mandate</i></b> From bilateral to multilateral negotiations: the difference between a written and oral mandate. Which method is most effective: synergy versus synthesis
11.00 - 11.15	Coffee break
11.15 - 12.30	<b><i>Where does the EU "hit" daily life?</i></b> The informal EU decision-making procedures: <ul style="list-style-type: none"><li>- How to influence the EU?</li><li>- Interactive introduction about the informal decision making procedures: How to be effective in the European arena? Conditions for an effective lobby.</li></ul>
12.30 - 13.30	Lunch break
13.30 - 14.30	<b><i>Bilateral negotiations:</i></b> the Van of the Embassy, including theory about Zero-Sum Negotiations, Contractzone and BATNA
14.30 - 15.15	<b><i>Assignment - Four values orientation:</i></b> individual questionnaire: What are different negotiation styles and what are the (dis)advantages of every style.
15.15 - 16.15	<b><i>Minilateral negotiations:</i></b> regional co-operation in Transnasia Simulation game about regional co-operation in a non-existing Balkan-country that is applying for funding of an international donor and EU membership
16.15 -	Feedback on process and content

## Day 2 “Lessons learned” from Croatia’s accession to the EU and simulation game

- 09.00 - 10.30      **Timeline EU accession process (Workshop)**
- Croatian accession process (enlargement criteria, chronology, problems and challenges)
  - Accession negotiations with EU (theory, chronology, differences from AN 2004 and 2007, problems and challenges, what is negotiated)
  - Links between enlargement criteria and negotiation chapters (Workshop in subgroups)
- 10.30 - 10.45      Coffee break
- 10.45 - 12.30      **Croatian European Union membership referendum** (campaign, result, compilation with 2004, 2007 enlargements)  
Public opinion in WB countries (Workshop)  
National Coordination EU affairs (main actors, procedures, obligations)
- 12.30 - 13.30      Lunch break
- 13.30 - 16.30      **Multilateral simulation game: an economic future for Europe?**  
All participants will represent a Minister of Economic Affairs of the EU and will try to reach a compromise, by QMV, regarding several issues of the Europe2020 agenda of the EU
- 16.30 -              **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 3 Accessing the EU

- 09.00 - 10.30 **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 - 10.45 Coffee break
- 10.45 - 12.30 **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 - 13.30 Lunch break
- 13.30 - 14.45 **Steps in the harmonisation process**
- scope of the term "harmonisation"
  - phases in harmonisation
  - creation of the national version of the EU acquis
- 14.45 - 15.00 Coffee break
- 15.00 - 16.30 **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 in to consideration)
- 16.30 **End of the program**