

EU Negotiations Training

Date: 08.03.2018.

Location: Hotel Bristol Sarajevo, Fra Filipa Lastríca 2 str.

Duration: 6 hours (09:45h – 15:45h)

Trainer: Tim Masselink, Training and Research Fellow, the Clingendael Academy, Netherlands Institute of International Relations - Clingendael, email: tmasselink@clingendael.org

Language: English

Goals of the Training:

The training will provide participants with new skills, reflection, and insight into the European negotiation arena.

Outline:

Negotiating within the framework of the EU is different from other negotiations. Essentially, one could argue that the EU itself is a process of constant negotiation. Between member states in the Council, between DGs in the Commission and even between the institutions (e.g. trilogues). EU Negotiations are characterised by a *strong interdependence* of the actors.

During our training seminar we discuss essential (EU) negotiation theory, but we also provide examples that focus on the specifics of the Brussels decision making and negotiation processes. Then, we let the participants simulate an EU Council negotiation where they can actively experiment with the concepts and theories they learned during the first session. They can also gain a better understanding of their own behaviour and style as a negotiator. In the final session, we reflect on the theory and the experiences in the simulation. We focus on participants' effective and maybe not so effective strategies, and link it back to the practise of negotiating in the EU.

Topics/Content:

- EU institutions and negotiations
- rules of the EU decision-making process and impact on EU Negotiations
- the role of the rotating presidency,
- the rules of conduct prevalent in Brussels meetings,
- the difference between formal and informal negotiations.

Programme 8 March

Time	Subject	Trainers
09:45-10:00	Registration	Tim Masselink
10:00-11:30	Understanding (EU) Negotiations and identifying their dynamic components <ul style="list-style-type: none"> - Defining the necessary conditions for negotiations to exist - Uncovering the intrinsic aspects to all negotiations - Definitions and concepts (e.g. BATNA, ZOPA, Onion-model) 	Tim Masselink, Clingendael
11:30-11:45	<i>Coffee break</i>	
11:45-13:15	EU Negotiations: Bilateral simulation Overcoming the constraints of apparent zero-sum situations by focussing on interest based problem-solving. <ul style="list-style-type: none"> - Distributive v. Integrative negotiations - Creating value in apparently fixed-sum situations - Potentials of bi/multilaterals EU Negotiations: Dealing with the complexity of Ad hoc Multiparty International Negotiations set within Institutional Frameworks <ul style="list-style-type: none"> - Dealing with multiparty –multi issue negotiations - Creating value in apparently fixed-sum situations - Soft vs. hard bargaining strategies - Dimensions of international negotiations 	Tim Masselink, Clingendael
13:15-14:15	<i>Lunch</i>	
14:15-15:45	<i>(continued)</i> EU Negotiations: Dealing with the complexity of Ad hoc Multiparty International Negotiations set within Institutional Frameworks <ul style="list-style-type: none"> - Dealing with multiparty –multi issue negotiations - Creating value in apparently fixed-sum situations - Soft vs. hard bargaining strategies - Dimensions of international negotiations Debriefing and wrap-up <ul style="list-style-type: none"> - Lessons Learned - Reflection on EU negotiations 	Tim Masselink, Clingendael
15:45	End of Programme	

About the Trainer

Tim Masselink is Training and Research fellow at the Clingendael Academy and certified intercultural communications trainer. He works in the *Clingendael International Skills Programme*, focusing on international negotiations, negotiation behaviour and intercultural communication. He also specialises in the processes and institutions of the European Union.

As a Clingendael trainer, he has provided training sessions for – among others - the Dutch Higher Defense College, the Flemish Government and the College of Europe. He also provides the intercultural training sessions for the numerous groups of (foreign) diplomats that visit the Clingendael Institute. Furthermore, he works in the Processes of International Negotiation (PIN) programme, that Clingendael coordinates.

Before joining Clingendael, Tim worked within the Directorate for European Affairs at the Dutch Ministry of Economic affairs. Tim graduated in 2007 with a Master's degree in Organizational Psychology and in 2009 with a Master's degree in International Relations. The Clingendael Institute offers him the perfect environment to combine these two disciplines - training professionals to manage their interests more effectively.

This training is part of the project "Policies through Knowledge: Improving Policy-making Capacities and Processes in Bosnia and Herzegovina" which is implemented by the Center for Social Research Analitika and the Netherlands Institute of International Relations Clingendael, in partnership with the Civil Service Agency of Bosnia and Herzegovina. The project is financed by MATRA programme within the Netherlands Fund for Regional Partnerships of the Dutch Ministry of Foreign Affairs.

