

EU decision-making and negotiation techniques

The Ecorys Academy developed a four day training programme covering both the institutional aspects of the EU and techniques for effective national interest-representation. The first pilot training was offered on behalf of the Diplomatic Academy of Vienna at the Regional School of Public Administration (ReSPA).

What will you get of this training?

The training is highly interactive as it combines lectured sessions with practical exercises, simulations and role plays. Our approach is geared to create a comfortable working and learning atmosphere. The key issues addressed in this training are:

- The history of the EU integration process
- The major Treaties and their consequences
- The EU institutions and their competences
- SWOT analysis of national EU coordination systems
- The importance of a (clear) mandate
- The (informal) EU decision-making procedures: how to influence the EU?
- Bilateral negotiations, including theory
- The importance of communication on negotiations
- Multilateral negotiations
- EU Council of Ministers simulation
- Harmonization of domestic legislation with the EU Acquis
- National program for adoption of the EU Acquis in the harmonization process
- The legislative cycle

Who is this training designed for?

The training targets junior and medior level civil servants from (potential) candidate EU Member States that all share the ambition to become full members of the EU in the (nearby) future. They need a sound knowledge of the working and competences of EU institutions as well as the individual skills and insights to work effectively with the EU.

Whereas the pilot training was targeted to civil servants from (potential) candidate EU Member States, the programme is essentially suitable for all professionals

who are about to work with the EU. The training is easily tailored to specific needs.

Background and learning effects masterclass

Over the last years, the Ecorys Academy has run its EU negotiation techniques- and EU decision making training many times for different target groups in numerous countries. Our experience made us believe strongly in the principle of combining theoretical knowledge with “learning by doing” and “ learning from each others” as a prerequisite for the sustainable transfer of knowledge.

This training will provide participants with:

- Sound up-to-date knowledge of the EU institutions, their competencies and decision-making procedures;
- Essential skills for effective interesting representation at EU level;
- Clever insights on how to engage optimally in the EU accession process.



Practicalities

Working language: English

Where: In-company

When: To be decided with the client

Training fee: The training is tailor-made and fees depend on the duration of the training. Prices vary from €1,900.- for a training of five days to €1,200.- for a training of three days. Besides open subscription, we can deliver this course as in-company. In this case, reduced fee-rates apply.

Programme

Day 1 The process of European integration

- 9h30 Opening
- 10h00 EU integration: an historical overview
- 11h15 Assignment Timeline analysis: identification of key events
- 12h30 Lunch
- 14h00 EU institutions and their competences
- 16h00 Assignment – SWOT analysis: national coordination systems
- 18:00 Ice break event

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

- 9h00 The importance of a (clear) mandate
- 10h30 The informal EU decision-making procedures: how to influence the EU?
- 12h15 Lunch
- 13h15 Bilateral negotiations: the van of the embassy
- 14h15 Assignment – Four values orientation
- 18h30 Assignment – Multilateral negotiations

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

- 9h00 Introduction to simulation an economic future for Europe?
- 10h30 Negotiations, round 1
- 12h30 Lunch
- 13h30 Negotiations, round 2
- 15h30 Council conclusions
- 16h00 Feedback and self assignment

Day4 Accessing the EU

- 9h00 Harmonizing domestic legislation with the EU Acquis
- 10h45 National program for the adoption of the EU Acquis and the negotiation process

- 12h30 Lunch
- 13h30 Steps in the harmonisation process
- 15h00 The legislative cycle (including assignment)
- 16h30 Closure of the training

Who is behind this Masterclass?

Ecorys Academy is the central brand for our training offer. Ecorys is a leading European knowledge-based firm, specialised in economic, social and environmental development at local, regional, national and European level. This wealth of practical insight is complemented by a portfolio of EU projects (project development, project assessment, project implementation) and EU programmes (development, implementation and evaluation).



Who are my trainers?

Rob Boudewijn, director Ecorys Academy, is an expert on the European Union with over fifteen years of experience with training, research and consultancy in European Affairs. Training on skills and content enables organisations and policy makers to capitalise on the developments within the European Union, allowing them to operate more effectively in a EU context.



Thijs Viertelhuizen, who holds a Master degree in Arts and Social Sciences and as well as European Public Affairs. Thijs started his career in science and has been 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 the management of projects with a European dimension.

Local expert/s from candidate countries of the Western Balkans.

More information

If you have questions or if you'd like to receive more information, please contact:

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