

Παράρτημα XV: Πρόγραμμα «Successfully Negotiating in EU»



Bundesministerium
des Innern



Programme



Successfully Negotiating in the European Union

EU 824.01/12

14 – 17 May 2012





Nicosia, Cyprus

**Federal Academy of Public Administration
within the Federal Ministry of the Interior (Germany)**

Training Division 3



Target Group

- Representatives of the public administration – employees of the ministries and central government institutions involved in the process of preparing Cyprus to hold the EU Presidency in 2012.
- Future chairpersons of the EU Council working parties and their deputies, personnel of the Cyprus Permanent Representation in Brussels and national delegates/dossier coordinators.

Objective

Participants will be able to

- recognize the most important features of the representation of interests in the EU,
- develop strategies and tactics for negotiations,
- apply adequate communication and discussion skills.

Scope

- Special aspects of decision-making in EU law,
- Features of formal and informal decision-making in EU bodies,
- EU negotiations as a management task,
- communication and discussion skills as a basis for negotiations in the EU,
- skills for multilateral negotiations, trained in simulations

Methods





Lectures, discussions, simulations of case studies with audiovisual recordings and feedback of the lecturers.

The seminar language is English





Programme

Monday, 14 may 2012

08:00

Welcome, technical questions

*Ernst Wilzek,
Federal Academy of Public Administration, Brühl*

08:15 – 09:30

Co-operation of EU bodies during the process of negotiation

09:30 – 12:00

Features of decision-making in EU bodies:

Impact on negotiations

Part 1

*Sigrid Selz, Berlin
Retired Director General*

12:00 – 12:45

LUNCH BREAK





12:45 – 14:30

Features of decision-making in EU bodies:

Impact on negotiations

Part 2

Sigrid Selz, Berlin

Retired Director General

Tuesday, 15 May 2012

07:30 – 11:00

The „Good“ Delegate

11:00 – 11:45

BREAK

11:45 – 14:30

Simulation 1 „EU-Context“

Briefing / Simulation / Video-Recording





Debriefing and Feedback to Recording of Participants

*Marcus Delacor
Sigrid Selz, Berlin*

Wednesday, 16 May 2012

08:30 – 12:00

**Stepped Simulation 2 „EU-Context“
Briefing / Simulation / Video-Recording**

(Simulation of Council Working Group)

12:00 – 13:00

LUNCH BREAK

13:00 – 14:00

Debriefing and Feedback to Recording of Participants

14:00 – 16:30

**Stepped Simulation 3 „EU-Context“
Briefing / Simulation / Video-Recording**

(Simulation of Council Working Group)





Debriefing and Feedback to Recording of Participants

*Marcus Delacor
Sigrid Selz, Berlin*

Thursday, 17 May 2012

08:30 – 11:30

Features of decision-making in EU bodies:

Impact on negotiations, open questions from simulations

Sigrid Selz

11:30 Uhr – 12:30

Evaluation of Seminar

*Ernst Wilzek,
Federal Academy of Public Administration, Brühl*

12:30 Uhr

Close of Seminar





Programme Conception:

Ernst Wilzek

Federal Academy of Public Administration (BAkōV)

Willy-Brandt-Str. 1

D – 50321 Bruehl

phone: ++ 49 228 99 629 - 5303

fax: ++ 49 228 99 629 -5333

E-mail: Ernst.wilzek@bakoev.bund.de

in cooperation with

Evie Theophilou, Training Officer A'

Cyprus Academy of Public Administration (CAPA)

Phone: ++ 357 22 466 544

fax:. ++ 357 22 762 047

E-mail: etheophilou@capa.mog.gov.cy

Nicos Miltiadous, Training Officer A'

Cyprus Academy of Public Administration (CAPA)

Phone: ++ 357 22 466 534

fax:. ++ 357 22 762 047

E-mail: nmiltiadous@capa.mof.gov.cy





Nicoletta Agrotou, Training Officer

Cyprus Academy of Public Administration (CAPA)

Phone: ++ 357 22 466 456

fax:. ++ 357 22 762 047

E-mail: nagrotou@capa.mof.gov.cy

Seminar director:

Ernst Wilzek

Federal Academy of Public Administration

Organisation:

BAkÖV/ CAPA

Venue:

Cyprus Academy of Public Administration (CAPA)

Klimentos str 17 & 19

1473, Nicosia

