

EU Negotiating and Influencing Skills

Content and aims

This workshop is for anybody involved in EU negotiations and for officials who want to understand how to best prepare for the forthcoming Austrian Presidency of the Council. You will get a practical overview of how to influence and understand EU legislative processes. The programme will take you through EU policy development and the roles of the Commission, Council and Parliament in the EU legislative process. You will develop the basic skills and approaches needed for successful negotiations in Brussels from engaging with the Commission and lobbying the Parliament to managing a trilogue and you will learn how to devise a cohesive lobbying and influencing strategy prior to and during a Presidency.

On completion you should understand:

- how policy is developed in the EU
- the role each EU institution plays in the legislative process
- the basic skills needed for successful negotiation in Brussels from “cradle to grave”, including how to approach the Commission and how to manage a trilogue
- how to devise a cohesive lobbying and influencing strategy, with a special focus on the European Parliament
- how Austrian officials can increase their influence and improve their chances of success in EU negotiations
- how, when and whom to influence prior to and during a Presidency.

The course will enable any staff working on EU matters to do their jobs with greater confidence, effectiveness and efficiency.

Working method

A combination of interactive presentation, simulation, group and pair work and reflection.

Target group

People who need a comprehensive yet concise practical overview of the legislative process in the EU and who will be involved in negotiations with the EU institutions and/or involved in the forthcoming Austrian Presidency of the Council.

Trainer

- Dr Adam Steinhouse, International EU lecturer

Time & venue

<i>Length:</i>	2 days
<i>Seminar number:</i>	ES 414
<i>Date:</i>	8–9 March 2018
<i>Venue:</i>	Schloss Laudon

Organisation

<i>In the hands of:</i>	Ursula Eder
<i>Administration:</i>	Manuela Steiner

About

Dr Adam Steinhouse

Independent analyst and lecturer in EU affairs; holds a B.A. from Harvard University and a DPhil from Oxford University; 2001–2012 EU Head at the UK National School of Government; taught European Politics at the universities of Oxford, Cambridge and the London School of Economics and Political Science, commentated on BBC and CNN.
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