

Taking Coffee in the European Union

Finding the right blend for social influence and networking in the EU

Content and aims

Social influence and networking plays a major part in reaching decisions, both in terms of building trust and planning when to speak and what to say. These skills are even more important where there may be a clash of cultures or the issues are sensitive. The course will equip you with skills you can use around EU meetings to gather information, be seen as a positive force at the meeting, increase your confidence and credibility, and help you prepare your proposals and interventions more strategically and improve your chances of being supported and getting your wishes accepted.

By the end of the day you will be stronger at:

- Gathering information in a sensitive environment
- Building trust and others' belief in you
- Making alliances
- Deciding at what point and in what manner to make your proposal or intervention
- Maintaining confidence and increasing credibility
- Getting your wishes accepted

Working method

Theoretical models, interactive master classes in highlighted skills, group and pair work, exercises and simulations.

Target group

People who form part of EU lobbies, committees, working groups, task forces or other means where one needs to influence common goal-setting and problem-solving.

Trainer

- John Holmes LL.B. LL.M., Director, Frontline Training Solutions Ltd

Time & venue

Length: 1 day
Seminar number: ES 424
Date: 21 February 2018
Venue: Schloss Laudon

Organisation

In the hands of: Ursula Eder
Administration: Manuela Steiner

Comments

This seminar is run in conjunction with 'Releasing the Caged Lion – creative strategy planning for meetings in the EU'. Although the seminars function individually, they complement each other and are run on consecutive days.

About

John Holmes LL.B LL.M

John trained as a professional actor and lawyer. Since starting his company fifteen years ago he and his team have provided training to virtually all the European central banks in meeting skills, decision-making, strategy and influence. Other clients include The National School of Government (GB), NATO and the UN.

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