

EU NEGOTIATIONS: A PRACTICAL WORKSHOP

Date: 21-22 May 2013

Aims: To help participants understand how policy is developed in the EU, how to devise a cohesive lobbying and influencing strategy, and what skills and approaches are needed for successful negotiation in Brussels.

Day 1 Tuesday, 21 May

09:30 **Introductions / Overview of the Batteries Directive workshop**

10:00 **Influencing at the pre-proposal stages**

11:00 Break for coffee

11:30 **Publication of the proposal and lobbying exercise**

12:15 **Negotiating in the EU – working groups, Coreper and Council (as well as cafes, restaurants etc....)**

13:15 **Preparing for working groups** (video of Council working group, negotiating box exercise and corridor diplomacy)

14:30 Lunch

16:30 **Working group simulation exercise (Part 1)**

18:30 Close

Day 2 Wednesday, 22 May

09:00 **Working group simulation exercise, plus de-brief**

11:30 Break for coffee

12:00 **Working with the European Parliament**

12:30 **Influencing the Parliament: Identifying key players and MEP briefing**

13:00 **Finding compromise: making deals at First Reading, Second Reading and via Conciliation** (trialogue simulation)

14:00 **Review / Q & A session**

15:00 Close

Professor: Dr Adam Steinhouse

Dr Adam Steinhouse is an international EU consultant and was formerly Head of the School of European Studies at the UK National School of Government. Previously, he taught European Politics at the universities of Oxford, Cambridge and the London School of Economics, and he was a commentator for the BBC and CNN on European and North American affairs. His book, *Workers' Participation in Post-Liberation France*, was published by Lexington Books. Born in Montreal, Adam graduated with a BA from Harvard University and a DPhil from Oxford University.