

Understanding Decision-Making in the European Union: Principles, Procedures, Practice

Instituto Nacional de Administración Pública (INAP), Madrid, 17-19 December 2012

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

Monday, 17 December 2012

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| 09.30 | Introductions and overview of the course |
| 09.45 | Interactive session allowing participants to share their EU experience and establish learning priorities for the workshop |
| 10.15 | Influencing at the pre-proposal stages |
| 11.30 | Coffee break |
| 11.45 | Publication of the proposal: Explanatory Memorandums, Impact Assessments and stakeholder consultation |
| 12.30 | Negotiating and lobbying in the EU |
| 13.30 | Preparing for working groups (dvd of Council working group, negotiating box exercise and corridor diplomacy) |
| 14.30 | Lunch |
| 16.00 | Working group simulation exercise (Part 1) |
| 18.00 | End of first day |

Tuesday, 18 December 2012

- 09.15 Working group simulation exercise (part 2) and de-brief
- 11.30 Coffee break
- 12.00 Getting your dossier to Council (guided discussion including Council briefing)
- 13.00 Commission acts and comitology
- 14.00 Lunch
- 16.00 Panel on EU Policy Making and Coordination

Participation: Mr. Juan Arístegui Laborde, Head of Cabinet of the Secretary of State for the European Union

- 18.00 End of second day

Wednesday, 19 December 2012

- 09.15 Working with the European Parliament – identifying key players and briefing
- 11.15 Coffee break
- 11.30 Finding compromise: Making deals at First Reading, Second Reading and via Conciliation (trialogue simulation)
- 12.45 EU institutional evolution
- 13.30 Delegate action plans
- 14.00 Overall feedback
- 14.30 End of the Seminar

Dr Adam Steinhouse is an independent analyst and was formerly Head of the School of European Studies at the UK National School of Government.