



## **Negotiation skills in EU integration context**

**Training seminar, 2-3 December**

### **Experts:**

**Mrs. Caroline VINOT**, Diplomat, Head of Division, South Asia, European External Action Service  
Chair of the Working Parties of the Council of the EU for Eastern Europe, Central Asia (COEST) and  
Council of Europe and OSCE (COSCE)

**Mr. Emmanuel BERARD**, Diplomat, Former Deputy Head of Balkan Europe Mission, French Ministry  
of Europe and Foreign Affairs

### **Day 1 - Monday 2 December**

*Expert : Mrs. Caroline VINOT*

08:30-09:00 Welcoming and introduction of the participants

- Purpose of the program for day 1, contents and working methods.
- Being a European: dialogue as the main tool to agree on the rules that guide and organises the life within the EU (from knowledge to understanding and finally acknowledging each other's positions and interests under the common roof).

09:00-10:15 European negotiation, the search for balance between national interests and common interests

- Exemple : Summits preparation
- Red lines and room for manoeuvre. Brussels-led negotiations versus Capital-based process.
- The importance of the process to prevent conflicts: i) Decision making process from the national administration to endorsement by the Council (non-paper/position papers); ii) How does the Council works , from the Working Party to the European Council; iii) Respective roles of the Commission, EEAS, Council).

10:15-10:30 *Coffee break*

10:30-11:45 What is a "Good compromise"?

- An agreement acceptable for all, sustainable in the medium/long term, acknowledged as such by all institutional actors.

- Tools and tricks (technical solutions, political arbitrages, drafting fix, transition periods, public communication, interpretation...)

11:45-13:00 Cas pratique: negotiation of a short text between groups and individuals with broad range of conflicting positions and interests.

13:00 – Lunch break

*End of day 1.*

## **Day 2 - Tuesday 3 December**

*Expert : Mr. Emmanuel BERARD*

*Enlargement policy is one of the many policies pursued by the European Union but it is also part of a general political context marked by the lessons learnt from the previous enlargements and new internal and external challenges facing Europe. The purpose of this day will be to examine the best ways for the Montenegro negotiating team to respond to the difficulties posed by this new context.*

08:30-09:00 Introduction of the programme for day 2

09:00-10:15 The last enlargement (Bulgaria, Romania and Croatia) and its consequences

- Political versus technical approach of the accession process
- A negotiation process made more difficult for the new candidate countries ?

10:15-10:30 *Coffee break*

10:30-12:00 The five main challenges faced by the European Union : what are their impact on the Enlargement policy ?

- Understanding the new political and geopolitical landscape
- Can the Enlargement policy be the answer ? How Europe will benefit from Montenegro's accession?

12:00-12:45 *Lunch break*

12:45-14:00 Beyond the technicalities of the negotiation process, the importance of good messages and good news

- Role play : advocating the case of Montenegro with the EU Member States
- Synthesis of the day, achievements, further expectations...

*End of the seminar.*