



The ECPA “*Training*”

Negotiation Techniques and Cultures

Tuesday 25 October 2022, 09.00-13.00

Virtual Venue



Methodology and Objectives

This highly practical and participatory training is tailor-made for participants whose professional interests and duties bring them into contact with EU negotiation processes of different sorts. It is a “practical immersion” programme, “learning by doing”, and participatory with a mix of presentations, a realistic EU-tested negotiation simulation exercise. Video debriefings will furthermore highlight personal performances. Participants will discover and appreciate the negotiation diversity of so-called EU Negotiations, have the opportunity to perform as EU practitioners and gain better insight into how legislative files become reality.

Trainer

Robert Weibel is the Executive Director of the ***Centre for Experiential Negotiation and Applied Diplomacy*** (CENAD). He has conducted negotiation training for business executives and diplomats since 1987. Topics have addressed negotiation per se, mediation/conflict resolution, chairing/presidency techniques, diplomacy and crisis management.

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