



ECPA Training

« Negotiating with Policy-Makers »

When: 21st November 2024 - 10.00/11.30

Where: Online (a link will be sent to the participants)

Objectives:

1. Develop an understanding of negotiation preparation in policy, including stakeholder mapping and BATNA (Best Alternative to a Negotiated Agreement).
2. Enhance negotiation skills, including communication, relationship management, and presenting proposals.
3. Learn strategies for aligning, reviewing, and adjusting negotiation positions in response to evolving discussions.

Benefits of participation:

- Gain practical strategies for effective negotiation with EU policymakers.
- Engage with peers in a collaborative environment to explore real-world scenarios.
- Receive actionable insights and feedback to refine negotiation practices.

The event is free for all ECPA members and their staff.

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