**REaTOC** — UNIVERSITÀ DEGLI STUDI DI CATANIA — Nuove competenze per Nuove Sfide: politiche nazionali ed europee per la lotta alla Criminalità Organizzata

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**GLOPEM** — Global Politics and Euro-Mediterranean Relations

# EU NEGOTIATION LAB

**Modulo Jean Monnet**

*«Nuove Competenze per Nuove Sfide: politiche nazionali ed europee per la lotta alla Criminalità Organizzata»*

## Catania, 10 – 13 April 2017

Mon.Tue.Wed. 09.00-12.30 a.m. and 02.00-05.30 p.m. Thur. 09.00-12.00 a.m.)

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**EU negotiation lab** is an interactive workshop which will help students to:

• gain an intellectual understanding of negotiators' behavior and of central concepts in negotiation as they apply in the European Union institutional context;

• improve their ability to analyze the negotiation situation and learn how to develop a toolkit of useful negotiation skills, strategies, and approaches adapted to work in the European institutional context;

• acquire the basic tools of efficient coordination between different organizational cultures

• identify and analyse the challenges in the policy area of fight against the organized crime

Based on a series of negotiation simulation and exercises, framed and analyzed in terms of readings, lectures, and in-depth class discussions, the course will follow a three step sequential approach:

1. **Experiential Learning through Simulations**: Each week, students will engage in an exercise-simulation pertaining to a key aspect of negotiation in the EU.

2. **Debriefing, Feedback & Self-Examination**: Each week, the instructor will lead a discussion that involves analyzing students' performance so that the class can analyze the relationship between different negotiation strategies and outcomes and learn from everyone's experiences.

3. **Framing concepts and discussion**: Each week, the instructor will discuss with students the results of academic research that are connected with the seminar key learning points and the specific EU negotiation situation analyzed.