

EXECUTIVE TRAINING SEMINAR

Leadership Challenged: Politics and Policy-Making in the European Union at a Time of Crisis

Florence, 5-7 March 2019

Course Providers: José Manuel Barroso | Universidade Católica Portuguesa and Graduate Institute of International and Development Studies and Kalypso Nicolaïdis | University of Oxford (Scientific Coordinator)

Venue: Sala Europa, Villa Schifanoia, European University Institute

■ OVERVIEW

The aim of this Executive Training Seminar is to discuss and analyse the tensions and challenges facing EU politics and policy-making at a time of crisis. The two distinguished course providers will aim to balance the sharing of experience and analysis with a critical take on Europe's current predicaments connected to its still on-going polycentric crisis. Specifically, José Manuel Barroso will bring to bear his ten years of experience at the helm of the EU Commission and his prior experience as a European politician and head of state. Kalypso Nicolaïdis will draw both on her scholarship and teaching, as well as on her experience as advisor to policy makers.

Learning objectives:

- analysis of the different constellations of interests relevant to EU policy making and the different ways of understanding contestation in the EU today
- mastering negotiation strategies and tactics, through concepts like BATNA (best alternative to negotiated agreement), ZOPA (zone of possible agreement), anchoring, signaling, multi-level games, creating *versus* distributing values, the negotiation dilemma

- enhancing policy-oriented understanding of strategic topics. The focus will be on: the EU financial crisis; Brexit; the Single market in Services; the politics and political economy of trade negotiations; the EU and global economic governance (including the WTO and FTAs / BITs); public opinion in the EU (based on expert analysis of polls and the public sphere); EU external relations including EU-Russia and Transatlantic relations.

■ PROGRAMME

5 March 2019

The first day will lay out the core concepts to be used in the seminar related to the institutional context of decision making and negotiation analysis. Both frames will be introduced through the Brexit negotiations. Professor Nicolaïdis will introduce an analysis of the why and how of Brexit through concepts on negotiations, looking at the past negotiations over the Withdrawal Agreement from the UK's perspective and from the EU27 perspective. Topics will include: knowing what you want, international negotiations as a 2-level games, identification of Brexit veto players in the UK, alternatives to agreement and power in a negotiation, bargaining power and red lines, the zone of possible agreement and integrative bargaining, the role of leadership and public opinion. At the end of the session participants will engage in a simulation over the Future Relationship. They will be split into two groups, one group role-playing the UK chief negotiator and advisers, the other role-playing the EU27 chief negotiator and advisers, each side asked to flesh out an outline of their negotiation strategy before entering the simulation proper.

9.00-9.30	Institutional Greetings and Overview of the Executive Training Miguel Poiarses Maduro Director of the School of Transnational Governance Kalypso Nicolaïdis University of Oxford
9.30-10.15	Group Discussion on the EU Agenda in a Global Perspective
10.15-11.00	Case Introduction: Brexit: How did we get here?
11.00-11.30	<i>Coffee break (Sala Villetta)</i>
11.30-12.30	Analyzing the Brexit Negotiations: Part 1 (UK)
12.30-13.30	<i>Welcome Lunch (Sala Villetta)</i>
13.30-15.00	Analyzing the Brexit Negotiations: Part 2 (EU27)
15.00-16.00	Negotiation Simulation and Role Play
16.00-16.30	<i>Coffee break (Sala Villetta)</i>
16.30-17.30	Negotiation Simulation and Role Play (cd)

6 March 2019

The second day will introduce new substantive topics while applying the concepts discussed in the first day. Professor Barroso will start by leading a discussion on bargaining dynamics and critical junctures the EU financial crisis. This will be followed by three sessions on external relations negotiations on EU-US trade negotiations using the example of hormone beef and EU-Russia. The day will end with participant-led debate on “Rethinking Europe in a Non-European World” using examples from their own experience.

9.00-10.00	Debriefing on the Brexit Negotiations: Lessons for the future shape of the EU
10.00-11.00	Inter-state dynamics in the EU: European Council negotiation and inter-institution
11.00-11.30	<i>Coffee breaks (Sala Villetta)</i>
11.30-13.00	Inter-state dynamics in the EU: European Council negotiation and inter-institution (cd) With a focus on: Bargaining Dynamics and Critical Junctures in the EU financial Crisis
13.00-14.00	<i>Lunch (Sala Villetta)</i>
14.00-15.00	EU-US negotiations, from the Obama to the Trump era (issue covered: trade, data protection, NATO, middle east)
15.00-16.30	The EU and the BRICs: The cases of Brazil, Russia and China
16.30-17.00	<i>Coffee break (Sala Villetta)</i>
17.00-18.00	The EU, Migration and Refugee Issues

7 March 2019

The third day will draw on the previous two days to discuss the issue of leadership in Europe and beyond, the relationship of democracy, technocracy and populism using examples of policy challenges from the last decade.

9.00-10.30	Leadership Challenged in the EU
10.30-11.00	<i>Coffee break (Sala Villetta)</i>
11.00-12.30	Debate: Which Europe? Which World Order? Specific Options for the Future
12.30-13.00	Final Remarks and Award of Certificates
13.00-14.00	<i>Farewell lunch (Sala Villetta)</i>

■ COURSE PROVIDERS

José Manuel Barroso

Universidade Católica Portuguesa and Graduate Institute of
International and Development Studies, Portugal and Switzerland

Kalypso Nicolaïdis

Oxford University, United Kingdom

■ CONTACTS

Silvia Dell’Acqua | Project Associate, Executive Training, School of Transnational Governance
silvia.dellacqua@eui.eu

Conference Unit | School of Transnational Governance: STG.Conferences@eui.eu