



UNIVERSITÀ  
degli STUDI  
di CATANIA

## DIPARTIMENTO DI SCIENZE POLITICHE E SOCIALI



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# 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.)

**Dipartimento di Scienze Politiche e Sociali- Via Vittorio Emanuele, 49  
95131 Catania**

**Compulsory registration by 31<sup>st</sup>  
March writing an email to  
[jeanmonnet@unict.it](mailto:jeanmonnet@unict.it)**

Teacher: Dr. Francesco MARCHI

### Contacts

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<http://www.dsps.unict.it/reatoc>

**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.