

Negotiating within and with the European Union, European economic diplomacy

This program allows participants to grasp the complexity and the distinctiveness of negotiation processes taking place within and with the European Union.



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The European Union is a product of negotiation. Its multi-layer and multi-player policy-making labyrinth also involves a constant negotiation process taking place at different levels and involving a variety of actors. The specificity of the EU governance structure highlights the purpose of reaching agreement on the realization of a common interest where conflicting interests are present. The European project is therefore a never-ending process of reconciling undeniable diversity with equally undeniable common

aspirations. The Union's external, trade and economic relations are managed through negotiations. Negotiating effectively within and with the EU therefore requires a deep understanding of the complexities and distinctiveness of the European negotiation processes. It also requires a capacity to balance power leverage with political and diplomatic acumen.

Practical information and registration

Length | 5 days

Teaching language | English

Dates | September 29 to October 3, 2025

Format of training | On-site

Level | Reinforcement

Venue | INSP, 2, avenue de l'Observatoire, 75006 Paris

Tuition fees | €1,470 for candidates without a French government grant

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Target audience

Civil servants, private sector representatives, spokespersons, professionals specializing in the field of European affairs in the EU Member States, candidates and third countries, representatives of European institutions and international organizations.

This training, like all programs in our catalog of international short programs (Pic), is intended for executives affiliated with foreign (non-French) institutions. For more information, please refer to our [registration procedures](#).

Requirements

This training requires no educational prerequisites and is based on a voluntary approach.

Trainers' profiles

Senior civil servants, experts in negotiation and EU law, experts in European and international affairs, diplomats

Training objectives

- Gain insight into the distinctiveness of European Union decision-making processes
- Gain awareness of the EU's economic diplomacy
- Refine knowledge of the EU's enlargement policy and relations with partner countries
- Develop interpersonal skills

Program

☑ Gain insight into the distinctiveness of European Union decision-making processes from a practice-oriented perspective

- Understand the specificities of European Union negotiation and the roles of different institutional and non-institutional actors
- Grasp negotiation challenges taking place within and with the European Union

☑ Gain awareness of the EU's economic diplomacy

- Develop awareness of existing instruments and trends in the field of economic diplomacy
- Develop knowledge of the EU policymaking in areas that have an impact on countries outside the European Union

☑ Refine knowledge of the EU's enlargement policy and relations with partner countries

- Apprehend new enlargement challenges
- Seize complexities of economic partnership agreements

☑ Develop interpersonal skills

- Develop tactics for effective negotiation
- Refine understanding of influence tactics and strategies
- Develop communication skills in multicultural contexts
- Improve ability to negotiate and communicate in difficult situations

Training methods

This highly operational training combines expert presentations, case studies and simulation exercises. This approach encourages exchanges between participants and with trainers, allowing them to share their experiences.

Evaluation

The relevance of the training and the teaching methodology is assessed by participants through a questionnaire. A roundtable is also conducted at the end of the training to establish collective feedback.

Registration procedures

Applicant profile, registrations, participation, registration fee and grants... Find here all the useful information to apply for INSP's international short programs!



Contact

Any questions? Please contact us!

[Contact form](#)