

EUROPEAN NEGOTIATION PROGRAM THE EUROPEAN UNION AT THE CROSSROADS?



**IRENE - INSTITUTE FOR RESEARCH
AND EDUCATION ON NEGOTIATION**

2017 SUMMER SCHOOL@ESSEC
FROM 3 TO 13 JULY 2017 - PARIS

The pioneering spirit



ESSEC Business School, The Pioneering Spirit

CREATED IN 1907, ESSEC BUSINESS SCHOOL IS AN ACADEMIC INSTITUTION OF EXCELLENCE WHICH THROUGHOUT ITS HISTORY HAS BEEN CHARACTERIZED BY ITS PIONEERING SPIRIT.



**International
Rankings**
Business Education
2016

#3
**Master of Science
in Management**

#7
Master in Finance

#14
**Executive Education
Programs**

In both full-time education and executive education, **ESSEC proposes a wide range of programs** to all those wanting to obtain an extraordinary learning experience, strengthen their talent, express their leadership and become truly high-level managers.

A centennial institution with a wide network of academic and corporate partners throughout the world, ESSEC has opted to focus its strategic development on three principles: **innovation, involvement and internationalization** which compose the three axes of the ESSEC 3i strategy that will be implemented from here until 2020.

An institution nourished by research and committed to an ambitious development of alliances with leading institutions, **ESSEC constantly strives to bring its students face to face with cutting-edge knowledge at the crossroads of discipline and to provide them with the latest technologies.**

Hallmarked by a profound humanistic tradition, ESSEC has succeeded not only in making the link between business and society a major subject of research, but it is also one of the fundamental components in the training of responsible managers. ESSEC thereby affirms **the necessity of putting innovation, knowledge and the creation of value at the service of the wider community.**

With students coming from 96 different countries, a largely international faculty body and a campus in the Asia-Pacific region since 2005, **ESSEC is both an international and multicultural institution.** This internationalization has been strengthened by the building of a new campus in Singapore, a presence in Rabat, Morocco, and a soon-to-be-opened campus in Mauritius, as well as development projects in Africa and Latin America.

These three axes – innovation, involvement and internationalization – forge ESSEC's learning philosophy that is common to all its programs: **accompany our students throughout a learning journey aimed at opening them up to new, unthought-of opportunities.** Studying at ESSEC means creating your own path towards the future and joining a supportive community of 47,000 graduates worldwide!

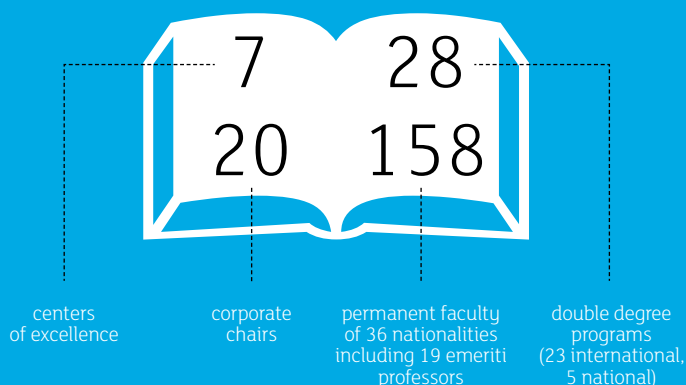
Welcome to ESSEC!



5
campuses in Cergy,
Paris-La Défense,
Singapore, Rabat and
soon-to-be-opened in
Mauritius

2,000
degrees awarded each year,
including 1,600
at graduate level

182
partner
universities
in 45 countries



Message from the Dean



Since 1907, ESSEC Business School has been a pioneer in its commitment to meeting the challenges of an increasingly boundless, uncertain, and high-tech future. Today, that means offering students a unique learning experience: on the foundations of cutting-edge research, ESSEC blends academic study with practical experience while focusing on the importance of cross-cultural dialogue.

ESSEC gives its students the tools they will need to understand complexity, anticipate challenges, create value, and take the initiative in Europe, Asia, or wherever their careers may take them. Thanks to this skill set, ESSEC graduates embark on their careers prepared to lead and shape the strategic direction of some of the world's top firms and organizations.

To bring this further, **ESSEC offers exclusive Summer Schools which aim at providing an interactive experience to international students.** If you join, you will benefit from the expertise and know-how of ESSEC Faculty and Associates. You will deepen your knowledge, gain experience, engage with practitioners, enlarge your understanding of today's challenges and tomorrow's opportunities.

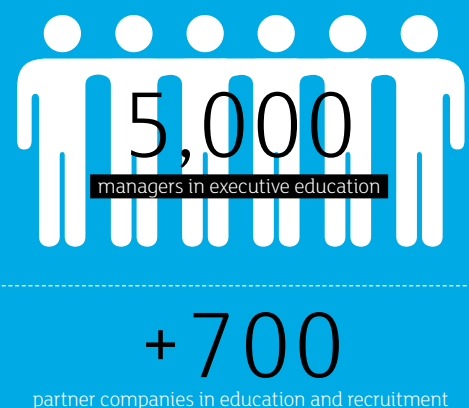
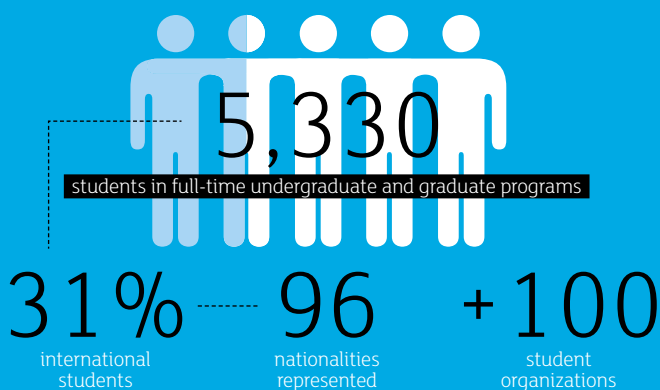
These Summer Schools are organized by ESSEC's Centres of Excellence, which gather the core of our research and expertise on strategic topics. **The Centre of Excellence IRENE International Governance & Dialogue has over the last 20 years developed a unique expertise on European affairs and negotiation.**

While the European Union faces great challenges and must reinvent itself to maintain its original ambition – joint peace and prosperity – this Summer School will provide you with food for thought, practical tools – and a pleasant experience in Paris.

Does the ESSEC pioneering spirit inspire you? Enroll in our EUROPEAN NEGOTIATION PROGRAM.

Looking forward to welcoming you at ESSEC,

Jean-Michel BLANQUER
Dean and President,
ESSEC Business School





Why a European Negotiation Summer Program?

With the financial crisis and the recent *Brexit*, the negative consequences of the refugee flows stemming from the Middle East, a growing discontent towards the European institutions: **the European Union is facing an unprecedented crisis.**

And yet the European Union remains an unmatched political project based on cooperation. The EU is the world's first economic and trade power. Technical and environmental norms negotiated in Brussels between the 28 member States set the tone in the rest of the world for whole industries. The EU is the most generous donor in public aid funding. No matter how much criticized, the euro has become a leading currency on international markets. Countless corporations around the world thrive on technology, design and creativity "made in Europe".

These challenges and opportunities cannot be ignored by any future professional willing to make a difference. Tomorrow's leading business leaders and managers, as well as civil servants and NGOs executives need to be **equipped with a real understanding of the European Union:** its institutions, its policies – **and, above all, its core engine: a permanent system of negotiation.** Indeed the European project relies on the constant capacity to negotiate creative partnerships – between its 28 member States, between EU institutions and also with a whole range of external actors.

Established in 1996, **ESSEC's Institute for Research and Education on Negotiation (IRENE) has been working in close cooperation with European institutions** – be it through research programs on industrial relations and dialogue, training programmes for senior civil servants of the European Commission or through expertise delivered to the European External Action Service.

Building on this exclusive experience of the European Union, **this Summer School aims at putting in close contact a select group of international students with EU researchers, practitioners and instructors of academic disciplines.** This interactive learning experience, including privileged meetings with EU actors, will rely on the use of innovative teaching methods bringing together research, fieldwork and capacity building activities. Our goal is to transform students from passive learners into active creators of a truly enriching experience for their future professional careers.

Interdisciplinary, Innovative and Challenging! Join our program in July 2017!



Aurélien COLSON

Professor of Political Science, ESSEC
Business School
Director, IRENE Paris Brussels &
Singapore



Francesco MARCHI

Adjunct Professor of Political Science
and Negotiation,
Director of "Negotiators of Europe"
Program, IRENE

Why choose our summer program at ESSEC Business School?

NEGOTIATION AND MEDIATION CONSTITUTE STRATEGIC SKILLS FOR MANAGERS, DIPLOMATS, ADMINISTRATORS, CIVIL SERVANTS AND MANY OTHER PROFESSIONAL CAREERS THAT CAN HELP ADDRESS EUROPEAN UNION CHALLENGES AND MAKE A STRONG DIFFERENCE IN YOUR CAREER.

The EUROPEAN NEGOTIATION PROGRAM aims at providing a unique learning experience through six key assets:

- 1) Bringing together, in Paris, Master students from different countries and academic backgrounds;
- 2) The use of innovative and interactive learning methodologies (simulations, exercises, e-learning), based on ESSEC IRENE know-how;
- 3) An exclusive **two day simulation of the European Council** to experience the challenges of multilateral negotiations;
- 4) **The direct contact and interaction with practitioners** coming from different backgrounds (policy-makers and elected officials, highly-ranked European officials, diplomats, managers, civil society);
- 5) **A study trip to Brussels to visit the EU institutions**, together with visits to private companies and public organizations (e.g. the OECD Headquarters in Paris and the French Ministry of Foreign Affairs);
- 6) A campus based at the heart of the Paris Business District (La Défense) in a leading Business School open to the complexity of today's world.

In partnership with the European Council on Foreign Relations - ECFR



The European Council on Foreign Relations is an award-winning international think-tank that aims to conduct cutting-edge independent research; provide a safe meeting space for policy-makers, activists and intellectuals to share ideas; offer a media platform to get Europeans talking about their role in the world. Launched in October 2007, it is now established in seven European capitals including Paris.





Content of the program

The EUROPEAN NEGOTIATION PROGRAM will be organised around two thematic modules of one week each, aiming to:

- understand in depth negotiators' behaviour and key concepts in negotiation and leadership as applied in the European context and beyond;
- develop a toolkit of useful negotiation skills, strategies and approaches adapted to work in the European context and beyond;
- gain experience from various interactions with key practitioners and policy-makers on the field;
- deepen a cross-cultural understanding of the European Union in a global context.

Each module will consist of 10 half-day thematic sessions.

Module 1 - Negotiation and mediation skills

This module will focus on learning and practicing negotiation and mediation key methods and techniques:

- ▶ preparation and process of negotiation;
- ▶ distributive and integrative negotiations;
- ▶ managing a team or a delegation;
- ▶ cross-cultural negotiations; mediation and conflict resolution skills.

This module will include **two study visits** (e.g. at the headquarters of a multinational company, the OECD, the French Ministry of Foreign Affairs, etc.).

Module 2 - The EU negotiations in a global context

This module will concentrate on the EU negotiation and decision-making system in different policy areas with:

- ▶ an introduction to the geopolitical role of the EU;
- ▶ the decision-making and negotiation system of the EU;
- ▶ **a two day simulation of the European Council;**
- ▶ A series of thematic sessions on :
 - EU and its relations with key partners (e.g. Russia, USA, China, Iran);
 - EU trade negotiations.

This module will include **a study visit to the EU institutions in Brussels** and a practitioner's workshop at the ESSEC IRENE EUROPA office.

In addition to the formal sessions, the two modules will include the **NEGOTIATORS' AND PRACTITIONERS' WORKSHOPS** consisting of one-hour meetings with one high level guest presenting his/her professional experience to the participants in an informal atmosphere during breakfast, lunch or dinner.

ECTS credits and certificate

Upon completion of the program, students will be awarded **6 ECTS Credits** and **a Certificate in "European Negotiation Skills"** delivered by ESSEC at the closing ceremony.

The working language of the program is English.

Enjoy an intensive 360° Learning Experience: a typical day!



8.30 - Negotiators' and practitioners' workshop - exchanges with a professional in an informal atmosphere.

9.30-12.30 - Interactive Session on Negotiation Skills (Problem-based learning activities).

12.30 - Lunch break.

14.00-17.00 - Class on Negotiation Skills (Debrief and discuss research results with top academics and professionals) / OR Visit of a Paris-based organisation (e.g. French Ministry of Foreign Affairs or OECD).

Faculty will include

Fulvio ATTINA' is Professor of Political Science and International Relations, and Jean Monnet Chair Ad Personam at the University of Catania, Italy. He is the former President of the Italian Association of Political Science.

Viviane de BEAUFORT PhD is Professor of European Law at ESSEC, Co-Director of the *Centre européen de droit et d'économie*.

Linda BENRAIS PhD is Adjunct Professor of Comparative Law and Mediation and Director of «Governance and Conflict Resolution» Programs at ESSEC IRENE.

Aurélien COLSON PhD is Professor of Political Science at ESSEC and Director of the Institute for Research and Education on Negotiation (IRENE Paris, Singapore, Brussels).

Joseph MAÏLA PhD is Program Director of International Relations at IRENE, ESSEC Business School.

Francesco MARCHI PhD is Adjunct Professor of Political Science and Negotiation and Director of the Research and Training program "Negotiators of Europe" at ESSEC IRENE.

Florent BLANC PhD, Senior trainer and Lecturer in Negotiation and International Relations at IRENE, ESSEC Business School

ESSEC IRENE Faculty team members teach in the most prestigious ESSEC executive programs. They also deliver trainings on negotiation and mediation skills to European institutions (European Commission, European External Action Service, European Parliament, Secretariat General of the Council) and to diplomatic academies around the world; to French national ministries and institutions (Ministry of Foreign Affairs, Ministry of Defence, Ecole Nationale d'Administration, Ecole de Guerre); and to a series of leading business corporations. Since its creation, the ESSEC IRENE team has run missions in over 75 countries.



Program module 1

Negotiation and mediation skills



MONDAY 3 JULY

SESSIONS 1 & 2

- Welcome Breakfast
- The basic concepts of negotiation
- The preparation and the process of negotiation

TUESDAY 4 JULY

SESSIONS 3 & 4

- Practitioners' Breakfast
- Creating and distributing value
- Leading a team in a complex environment

WEDNESDAY 5 JULY

SESSIONS 5 & 6

- Practitioners' Breakfast
- Cross-cultural negotiations
- Dealing with mismatches and deadlocks

THURSDAY 6 JULY

SESSIONS 7 & 8

- Practitioners' Breakfast
- The mediation process
- The power and the role of the Chair

FRIDAY 7 JULY

SESSIONS 9 & 10

- Visit of the OECD Headquarters
- Negotiators' Lunch
- Visit of a Paris-based multinational company

SATURDAY 8 JULY

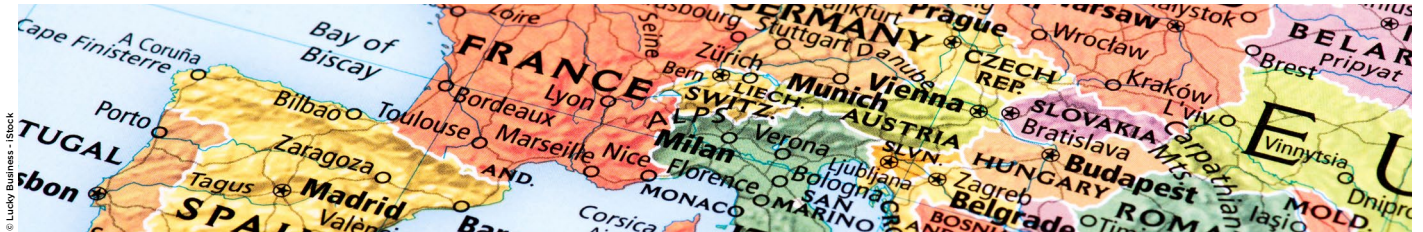
FREE DAY

SUNDAY 9 JULY

FREE DAY

Program module 2

The EU negotiations in a global context



MONDAY 10 JULY

SESSIONS 1 & 2

- Practitioners' Breakfast
- The geopolitical role of the EU
- The decision-making and negotiation system of the EU
- Preparing for the **EU Council simulation**

TUESDAY 11 JULY

SESSIONS 3 & 4

- Practitioners' Breakfast
- **EU Council simulation** sessions till late at night

WEDNESDAY 12 JULY

SESSIONS 5 & 6

- Practitioners' Breakfast
- **EU Council simulation**
- Debriefing of the simulation with external experts (academic & practitioners)

THURSDAY 13 JULY

SESSIONS 7 & 8

- Departure for Brussels (by Thalys high-speed train)
 - Visit of the EU institutions
 - Practitioners' workshop at ESSEC IRENE EUROPA
 - Closing ceremony and granting of a «European Negotiation Skills Certificate»
- Departure for Paris (by Thalys high-speed train)

FRIDAY 14 JULY

FRENCH NATIONAL DAY (public holiday)

FREE DAY



How to apply

The program is addressed to Master and PhD students from various backgrounds (economics, social sciences, law, international relations, business and management).

The deadline for submitting applications is 31st APRIL 2017

Students wishing to apply should:

- Submit an online application via:
<http://summer.essec.edu>
- Upload the following supporting documents:
 - a CV,
 - their latest transcript,
 - a certificate of English proficiency such as TOEIC Listening & Reading (minimum score of 850), IELTS (6.5), TOEFL (80),
 - a photo

Students from ESSEC partner universities who wish to apply for the program must contact their study abroad coordinator.

Selection will be through rolling admission and applications will be examined as they arrive.

Useful websites for finding accommodation in Paris

www.airbnb.com
www.paristay.com
www.lodgis.com
www.fusac.fr
www.seloger.com

www.paris-be-a-part-of-it.com
www.paris-homestay.com
www.my-apartment-in-paris.com
www.parisattitude.com
www.citea.com

Fees and payment

The fees indicated below cover the tuition, class material and company/organization visits. The expenses for travel to Paris and for accommodation are not included in the fees. If not otherwise specified in the program meals are at the students' expenses.

Program fees : 1 200 €

A discount will be granted to students coming from partner universities and to ESSEC students.

Successful candidates will be required to pay the program fees within one month after confirmation of admission.

Schedule and location

The program will take place on the ESSEC Campus located in the business district of La Défense, one of the most active economic hubs in Europe and strategically close to the center of Paris.

The program will start on the 3rd July and will end on 13th July 2017.



IRENE

Paris Singapore Brussels

Since 1996, and following **operations in 75 countries** to date, ESSEC's Institute for Research and Education on Negotiation (IRENE Paris, Singapore & Brussels) has developed as a centre of excellence in negotiation, conflict resolution, mediation, stakeholder dialogue and the societal impact of corporations on fragile communities.

IRENE is reputed for its research activities and publications **translated in 9 languages**; its post-conflict grassroots operations to restore dialogue (as the only French organisation member of the European Peace-building Liaison Office, Brussels); as well as its educational and capacity-building programmes designed and delivered for a wide range of higher education institutions, companies, public administrations, and international organizations.

Our permanent team is interdisciplinary, and includes **7 different nationalities**. Since 2010 we have developed a branch in Singapore, IRENE ASIA; in 2014, we opened our permanent office in Brussels, IRENE EUROPA.

Director: Prof. Aurélien Colson, PhD – irene.essec.edu



Negotiators of Europe Programme

3 objectives:

- *Analysing the role of the European Union as a global negotiating actor*
- *Reinforcing negotiating capabilities for EU officials*
- *Developing teaching tools for understanding EU negotiations and policy-making*

3 actions:

RESEARCH:

European Negotiation Observatory

TRAINING:

Negotiation seminars for EU Officials and Diplomats

TEACHING:

EU Negotiation LAB - a Master course focusing on negotiation skills and EU decision-making mechanisms

www.irene.essec.edu



PARIS

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ESSEC | CPE Registration number 200511927D
Period of registration: 30 June 2011 - 29 June 2017

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MOROCCO

MAURITIUS



affilié à la
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