

## **European Negotiations**

<b>Level:</b>	Graduate
<b>Course offered by:</b>	Department of Applied Modern Languages
<b>Type of course:</b>	Lectures
<b>Duration:</b>	14 weeks, 2 hours a week
<b>Prerequisites:</b>	knowledge of European Union institutions structure and functioning
<b>Evaluation:</b>	"Written paper" on a relevant subject or "2 hours-long written exam "
<b>ECTS credits:</b>	4

### **Aim of the Course:**

The course is meant to introduce students to the decision-making processes and to the negotiating procedures employed within the EU. Students will have to be familiar with the EU institutional system, with the principles of European governance, and master the diplomatic and EU specialist vocabulary.

### **Main Topics:**

Principles of negotiation. Stages in the negotiation process. The Eu system of representation. Levels of negotiation within the EU. Types of negotiation within the EU. Fields of negotiation. Principles of negotiation. Case studies. Negotiations of the EU Constitutional Treaty. Simulations. Negotiating the accession of Turkey and Croatia.

### **Literature:**

To be indicated at the start of the course