



ESI – Moscow Summer School DA Vienna 20.-27.07.2008

Study Programme

Sunday, July 20:

Day of Arrival

14:00-17:30 **Sightseeing: City Walk Vienna**
Alexander STOLLHOF (Historian, Lecturer in Adult Education)

Monday, July 21:

09:00-09:30 **Opening**
Gerhard REIWEGER (Deputy Director of the Diplomatic Academy of Vienna)

09:30-13:00 **An Introduction to International Negotiations. Approaches and Methods.**
Sonja RAUSCHÜTZ, (Executive Director, Vienna School of Negotiation)

13:00-14:00 LUNCH

14:00-16:30 **International Business Negotiations**
Ron BOSROCK (John H. Myers Chair of Management, Saint John's University; Minnesota)

19:00-21:00 **Welcome Reception at the Diplomatic Academy**

Tuesday, July 22:

09:00-11:00 **The United Nations in Vienna**
Study visit to the United Nations Offices in Vienna.
Workshop on current issues at the UN office Drugs and Crime / UNODC

11:30-13:30 **Negotiations in a Global Forum – the Art of Diplomacy at the United Nations.**
Susanne KEPPLER-SCHLESINGER (Training Director at the Austrian Ministry for European and International Affairs)

- 13:30-14:30 LUNCH
- 14:30-16:00 **European Negotiations. Reaching Agreement within the EU and Negotiations with Third Countries.**
Michael SCHWARZINGER (Director of General Integration Affairs at the Austrian Ministry for European and International Affairs)

Wednesday, July 23:

- 09:30-13:00 **Negotiating Across Borders. The impact of culture on international negotiations.**
One day simulation and negotiating role-plays.
Patrick SCHMIDT (Cross-cultural Trainer, Consultant and Publisher)
- 13:00-14:00 LUNCH
- 14:00-16:30 **Negotiating Across Borders continued.**
Patrick SCHMIDT

Thursday, July 24:

- 09:30-13:00 **European Negotiations**
Two-day simulation.
Robert WEIBEL (Centre for European Negotiation and Decision-making (CENAD), expert on negotiation related training)
- 13:00-14:00 LUNCH
- 14:00-17:30 **European Negotiations continued**
Robert WEIBEL

Friday, July 25:

- 09:30-13:00 **European Negotiations Day 2**
Robert WEIBEL
- 13:00-14:00 LUNCH
- 14:00-17:00 **European Negotiations continued**
Robert WEIBEL
- 17:00-17:30 **Reception**
Award of Certificates

19:00-22:00 **Farewell “Heuriger”**

Saturday, July 26:

09:30-13:30 **Sightseeing: guided tour Schönbrunn Palace**
Alexander STOLLHOF (Historian, Lecturer in Adult Education)

Afternoon **Free**

Sunday, July 27:

Day of Departure