



SUMMER SCHOOL ON EUROPEAN NEGOTIATIONS

for the
European Studies Institute at the Moscow State Institute of International Relations (Univ.)
Diplomatic Academy of Vienna
July 12-19, 2009

STUDY PROGRAMME

Sunday, July 12:

Day of Arrival

14:00-16:30 **Sightseeing: City Walk Vienna**
Elena LEVINA (Tour guide)

Monday, July 13:

09:00-09:30 **Welcome**
Hans WINKLER (Ambassador, Director of the Diplomatic Academy of Vienna)
Presentation of the Programme
Gerhard REIWEGER (Deputy Director, Diplomatic Academy of Vienna)

09:30-10:15 **Introduction to EU-Russia Relations**
Franz CEDE (Former Ambassador of Austria to Russia and to Belgium & NATO)

10:30-13:00 **Interest-based Negotiations. Building on the Harvard Concept**
Introducing the Harvard Principles and an Overview of Negotiation Styles
Sonja RAUSCHÜTZ, (Executive Director, Vienna School of Negotiation)

13:00-14:00 LUNCH

14:00-16:30 **Interest-based Negotiations. Building on the Harvard Concept**
Case Simulations and Hierarchy of Difficult Tactics
Sonja RAUSCHÜTZ

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

Tuesday, July 14:

- 09:30-13:00 **Interest-based Negotiations. Building on the Harvard Concept. Part 2**
Negotiation Skills in Theory and Practice
Sonja RAUSCHÜTZ
- 13:00-14:00 LUNCH
- 14:00-17:30 **Interest-based Negotiations. Building on the Harvard Concept**
Using Emotions in Negotiations and Systematic Approach to Influence
Sonja RAUSCHÜTZ

Wednesday, July 15:

- 09:00-12:30 **Negotiation Techniques in the European Union**
How to reach compromises in EU settings
Gregor WOSCHNAGG (Ambassador, former Director General of EU affairs at the Austrian MFA and former Permanent Representative of Austria to the European Union)
- 12:30-13:15 LUNCH
- 14:00-15:30 **The UN Organizations in Vienna. Excursion to the Vienna International Center**
Guided Tour and presentation

Thursday, July 16:

- 09:00-13:00 **Techniques and Tactics of International Negotiations (interactive workshop) Part 1**
Alexander MÜHLEN (Former Ambassador of Germany to Uganda and United Arab Emirates)
- 13:00-14:00 LUNCH
- 14:00-17:00 **Techniques and Tactics of International Negotiations cont.**
Alexander MÜHLEN

Friday, July 17:

- 09:00-13:00 **Techniques and Tactics of International Negotiations (interactive workshop) Part 2**
Alexander MÜHLEN
- 13:00-14:00 LUNCH

- 14:00-16:00 **Techniques and Tactics of International Negotiations cont.**
Alexander MÜHLEN
- 16:00-17:00 **Evaluation**
Gerhard REIWEGER (Deputy Director of the Diplomatic Academy of Vienna)
Petra KAKUSKA (Project Coordinator, DA)
- 17:00-17:45 **Award of Certificates**
Gerhard REIWEGER (Deputy Director of the Diplomatic Academy of Vienna)
- 19:00-22:00 **Farewell “Heuriger”**

Saturday, July 18:

Free Time

Sunday, July 19:

- Morning *Check-out Clima-City Hotel*
- 14:00-17:30 **Sightseeing: guided tour Schönbrunn Palace**
Alexander STOLLHOF (Historian)
- Evening *Departure*