

A spiral-bound notebook with a blue cover featuring the European Union flag (a circle of twelve gold stars on a blue background). The notebook is open, and the cover is visible. The text is centered on the cover.

Negotiation in the European Union

Feedback

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the issue: Made in...

- External Trade: origin of imported products
- Commission Proposal: short, but...
- Article 133 Committee - "pre-preparatory" - "accepts" proposal
- Preparatory bodies: COREPER - discusses proposal: agenda, points A and B
- Council Regulation - adopted by Council

Proposal Rejected

- Sent to the COREPER > Working Group and again
- or Commission withdraws the proposal
- Presidency doesn't want to fail. It wants agreement.

the EU-27

- The community and the national interest
- Difficult negotiations among 27 different states:
 - Institutionalization
 - Socialization
 - Simplification

confidential instructions

- Shorter, less information...less flexible
- Windows of opportunity
- In reality: a great effort of interpretation, reinterpretation and compromise

the formal

- Agenda-setting: preparatory bodies and the Council. Art. 3 Rules of Procedure. Very important!!!
- QMV and voting in the Council
- Seating organization
- Council's rules of procedure - Art. 20, the presidency (chair of the meeting)

the agenda

- Article 3 of Rules of Procedure
- very important!
- Organization: Bottom-up WG > COREPER or special committees (items I and II) > Council (items A & B)
- Proposals and other documents/acts
- Strategic for the Presidency

the voting

- Simple Majority, unanimity and QMV
- BUT CONSENSUS
- In Working Groups
- In the COREPER or special committees
- In the Council

the meetings: institutions

- Time!
- Working Group & COREPER: The importance of this preparatory body
- The Council: Normally: discussion proposals not articles
- When more in delegations: Dialogue between the experts and the Ministers
- National administrations and EU institutions

the roles

- The Presidency: the dual role
- The European Commission: proposal and expertise
- The Member States:
 - cleavages
 - The importers/producers
 - The consumers
 - The net contributors

simplification

- Leadership
 - The Presidency
 - The Commission
 - Big member states
 - MS Brokers
- Coalitions
- Issue linkage: the EU framework

the informal

- Information!
- Introductory speeches
- Oral and written proposals (e.g. German proposals)
- Negotiation techniques - Communication eg when talking looking at the Chair. Organization of the Agenda
- Negotiation tactics & strategies
 - Negotiating with the Commission and with the Presidency - the Agenda
 - Asking for the vote
- Breaks: negotiations off the table



Q & A?

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Thanks for your
participation!
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