

Negotiators course for EWC coordinators and SNB delegates

Hotel Pez Espada, Torremolinos (Malaga), 23-25th April 2024

	23 rd April (Tuesday)	24 rd April (Wednesday)	25 th April (Thursday)
9:00 – 10:30	Welcome, opening <i>Tour de table</i> ‘My road to EWC negotiator’ When and what do we negotiate <i>Scenarios activity</i> <i>Pre-work assignment review</i>	Negotiating and re-negotiating skills Intro into the psychology of negotiations (Re) negotiating agreements: block by block negotiating preparation <i>checklist activity</i> <i>Preparing the roleplays</i>	The best possible article Confidentiality improvement: exercise to write an article on particular topic to be renegotiated into your EWC agreement <i>Small group activity (in trios)</i>
10:30 – 11:00	coffee break		
11:00 – 12:30	SNB dos and dons Developing a timeline for EWC (re) negotiations – reminder of the procedure <i>activity in working groups</i> List of SNB dos and dons <i>groupwork</i>	Negotiation roleplays ‘SNB receives bad draft from the management’ <i>SNB roleplay, lessons learned</i> ‘EWC wants to improve their agreement’ <i>EWC renegotiations roleplay, lessons learned</i>	Next steps: negotiators’ development My own negotiators’ development: becoming negotiation expert: what do I need to grow? <i>Closing by ETUFs and ETUI, evaluation</i>
12:30 – 14:00	lunch break		
14:00 – 15:30	Practice of EWC (re) negotiations Statement game: pitfalls and opportunities What would you advise to this SNB/EWC? <i>Case studies: & report back</i>	EWC Directive revision procedure How EWC revision procedure can affect renegotiations? <i>Updates for (re) negotiating EWC agreements</i>	departures
15:30 – 16:00	coffee break		
16:00 – 17:30	ETUF negotiating coordination ETUF guidelines for the negotiations Discussing recommendations for (re) negotiating the EWC agreements <i>Wrap-up (extending the list of dos & dons)</i>	EWC (re)negotiation strategies Expert-negotiators’ tips and tricks (tbc.) SNB success stories: negotiation examples <i>Wrap-up (finishing the list of dos & dons)</i>	



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