

Negotiators course for EWC coordinators and SNB delegates

Hotel Pez Espada, Torremolinos (Malaga), 10-12 February 2025

	10 February (Tuesday)	11 February (Wednesday)	12 February (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 EWC Directive Revision impact on negotiations (Re)negotiating agreements: block by block negotiating <i>checklist activity</i> <i>Preparing the roleplays</i>	EWC (re)negotiation strategies Renegotiating scenarios: designing the tactics on chosen topic as a basis of renegotiations of existing EWC agreement <i>Small group activity (in trios)</i>
10:30 – 11:00		coffee break	
11:00 – 12:30	SNB: getting started Developing a timeline for EWC (re) negotiations – reminder of the procedure <i>activity in working groups, sum-up input</i>	Negotiation roleplays ‘SNB receives bad draft from the management’ <i>SNB roleplay, lessons learned</i>	Next steps: negotiators’ development Becoming EWC negotiation expert: where do I grow? Individual strengths & opportunities <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>	Negotiation roleplays ‘From pre-directive agreement to full compliance with directive, in shorter time’ <i>EWC renegotiations roleplay, lessons learned</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 (the list of dos & dons)</i>	EWC (re)negotiation strategies SNB success stories and EWC renegotiation examples: expert-negotiators’ tips and tricks <i>Wrap-up (finishing the list of dos & dons)</i>	



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