

**ESSEC**

IRENE

INSTITUTE FOR RESEARCH  
AND EDUCATION  
ON NEGOTIATION



SIRENE 21

SÉMINAIRE INTERDISCIPLINAIRE  
DE RECHERCHE ET D'ÉCHANGES  
SUR LA NÉGOCIATION



**THE EUROPEAN EXTERNAL  
ACTION SERVICE:  
CHALLENGES FOR  
A NEW EUROPEAN DIPLOMACY**

**7 May 2010**

**Mairie du 3<sup>ème</sup> arrondissement de Paris**

In collaboration with



**Information and registration : [irene@essec.fr](mailto:irene@essec.fr)**

**WWW.ESSEC-IRENE.COM**

## PROGRAM

# THE EUROPEAN EXTERNAL ACTION SERVICE: CHALLENGES FOR A NEW EUROPEAN DIPLOMACY

Mairie du 3<sup>ème</sup> arrondissement de Paris

*Working languages will be English and French*

**8.30:** Participants' registration and welcome coffee

**9.00:** Introduction of the conference by Aurélien COLSON (*ESSEC IRÉNÉ, Paris, France*)

*"Bridging the Gap between Diplomatic Practice, Research, and Training"*

Alain LEMPEREUR (*ESSEC IRÉNÉ, Paris, France*)

## MORNING SESSION

### THE EUROPEAN EXTERNAL ACTION SERVICE: A NEW STRUCTURE FOR WHICH NEW MISSIONS?

**9.30:** PANEL: "AN ACADEMIC ANALYSIS FOR A EUROPEAN DIPLOMACY"

Chair: Simon DUKE (*EIPA, European Institute of Public Administration, Netherlands*)

- *"The European External Action Service and the Member States"*  
Julia LIEB (*German Institute for International and Security Affairs-SWP, Germany*)
- *"The Commission's Diplomats and the EU International Image: Perspectives for the Future"*  
Caterina CARTA (*London School of Economics, United Kingdom*)
- *"Multilateralism, Peace Operations, and Europe"*  
Fulvio ATTINÀ (*University of Catania, Italy*)
- *"The EU External Representation in International Negotiations on Shared Competence Issues: What Role for the EEAS?"*  
Louise VAN SCHAİK (*Clingendael Institute, Netherlands*)

**11.15:** Coffee break

## PROGRAM

### 11.30: **ROUNDTABLE: "PRACTITIONERS' APPROACHES TO EUROPEAN DIPLOMACY"**

Chair: Nicolas TENZER (*IDEFIE, France*)

- Piero FASSINO (*European Special Envoy for Burma, Italy*)
- László NIKICSER (*Ambassador of Hungary in France*)
- Philippe SETTON (*ministry of Foreign and European Affairs, France*)
- A representative from the European Parliament
- Christian LEFFLER (*European Commission, DG DEV, EU*)
- A representative from the General Secretariat of the Council
- Catherine WOOLLARD (*EPLO, EU*)

### 1.00: **Lunch**

## AFTERNOON SESSION

### THE EUROPEAN EXTERNAL ACTION SERVICE: RECRUITMENT, TRAINING AND SKILLS

### 2.30: **ROUNDTABLE: "EXPERIENCES, INNOVATIONS AND IDEAS FOR A EUROPEAN DIPLOMACY"**

Chair: John HEMERY (*Centre for Political and Diplomatic Studies, Oxford, United Kingdom*)

- Philippe BASTELICA (*ENA, Direction des relations internationales, France*)
- Antje HERRBERG (*Crisis Management Initiative, EU*)
- Alan HUNT (*University of Oxford, United Kingdom*)
- Alain LEMPEREUR (*ESSEC IRÉNEÉ, France*)
- François-Gilles LE THEULE (*ENA, Direction des affaires européennes, France*)

### 4.30: **Conclusion of the conference** by Christian LEQUESNE (*CERI, France*)

### 5.00: **COCKTAIL**

## PRESENTATION OF ESSEC IRÉNÉ & SIRENE

The Institute for Research and Education on Negotiation, established at ESSEC Business School in 1996, pursues **three missions**. The first one focuses on our academic goals and aims at **developing theoretical and applied research** in the fields of negotiation, mediation and conflict resolution. The second consists in **sharing operational concepts through participative trainings** which mobilise case studies and simulations; for instance, since 2004, the European Commission (DG HR) has asked ESSEC IRÉNÉ to design and deliver a Negotiation Training Path for EC officials. The third mission is **fieldwork, especially in fragile states and post-conflict societies**: mediation, facilitation, and capacity building missions are at the core of our “*Negotiators of the World*” programme, in Burundi, DRC or the Horn of Africa. So far, ESSEC IRÉNÉ has conducted operations in 53 countries.

In this spirit, IRÉNÉ has organised since 2007 an **interdisciplinary research seminar on negotiation (SIRENE)**. Research is a key issue for negotiation insofar as it contributes to the generation of original concepts, the academic recognition of this multidisciplinary field and, through PhD students, the emergence of a new generation of researchers. To achieve these objectives, the exchange between researchers as well as between researchers, trainers and practitioners, offers a stimulating path. Negotiation needs places and moments in which ideas cross-fertilize, and where best practices are shared. SIRENE is open for those who want to contribute to collective reflection on negotiation, its stakes and its challenges. Participants come from many different academic institutions such as CERI, Cleveland State University, CNAM, CNRS, ENSTA, ESSEC, European University Institute (Florence), ESC Lille, ESCP, INSA (Lyon), INSEAD, Negocia, Polytechnique, Sciences Po Paris, Sciences Po Lille, Universities of Paris (I, II, V, VIII, IX), of Liege, Lyon III, Montréal, Sherbrooke, University of Minnesota, of Stanford, The Hague, Tilburg, etc.

*In partnership with the journal*

*Négociations*

## CONFERENCE ORGANIZATION COMMITTEE

Aurélien COLSON, PhD, *Professor of Political Science at ESSEC, IRÉNÉ Director*  
Francesco MARCHI, *Research and Training Officer, ESSEC IRÉNÉ*  
Emmanuel VIVET, *administrateur civil, Visiting Expert, ESSEC IRÉNÉ*  
and Maria Luisa MARTINEZ DIEZ

**ESSEC**  
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## INFORMATION

<b>Venue</b>	<b>Mairie du 3<sup>ème</sup> arrondissement</b> –2, rue Eugène Spuller– 75003, Paris. Métros : Arts et Métiers, République or Temple.
<b>Conference fee</b>	To help us cover the costs of the conference, a registration fee is required. Professors, researchers, and professionals: € 25. Students, ESSEC IRÉNÉ members: € 15. Credit card payment is available. Checks drawn on a French bank. An invoice can be provided.
<b>Registration</b>	Please register <b>before 30 April 2010</b> with: Brigitte LEROUX, ESSEC IRÉNÉ Avenue Bernard Hirsch - BP 50105 Cergy - 95021 Cergy-Pontoise Cedex – France Phone: <b>+33 1 34 43 30 79</b> - Fax : <b>+33 1 34 43 31 89</b> – Email: <b>irene@essec.fr</b>

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