

Masterclass European Effectiveness

This Masterclass is designed to provide professionals that operate on a top level within the EU with a set of tools, skills and knowledge that will allow them to become more effective in a European context. Three top institutes have bundled their expertise to create a three day Masterclass that will ultimately allow you to capitalise on the developments within the European Union. The first day of the Masterclass will provide you with insight in public affairs at the European level and will enlighten you on the interactive dynamics of European decision making. The second day will focus on the art of debating and will contribute to your debating skill set of clear and convincing communication, presenting credibly, and arguing logically. The third and final day will support your knowledge on cultural differences to create the cultural sensitivity necessary to be effective in the cross-European context.

Who should attend

Professionals in the public or private sector who work in a European context.

What do you take home

A team of three facilitators will guide you through the process of becoming more effective in Europe and will offer you the following benefits:

- 'Finding your way in Europe' by Rob Boudewijn, European Affairs
 - Functioning of the EU;
 - european negotiation skills;
 - important developments in the EU.

- 'Getting the message across' by Donatello Piras, Nederlands Debat Instituut (Netherlands Debate Institute)
 - Improving presentation techniques through debating ;
 - get the attention, be convincing;
 - defend a motion or statement clearly and solidly.

- Cultivating your cultural advantage by Danaë Huijser, CMC – Culture& Management Consulting
 - Cultural strengths in a European context;
 - teamwork in cross-cultural groups;
 - managing an intercultural meeting.

Date and time: November 25th till November 27th 2009, including evenings

Place: to be decided, central location in the Netherlands

Price: including materials, lunch and dinner on Wednesday and Thursday and good bye cocktails on Friday, excluding breakfast and accommodation.

Full price: € 2950,-

Early bird discount of € 450,- for registration before September 1st

Two or more participants from the same company: € 2500,- per person

Cancellation (no later than November 1st): € 250,-

Payment: no later than November 1st

Participants

Minimum 8, maximum 15

Rob Boudewijn,
European Affairs

Web: www.european-institute.eu

E-mail:
info@robboudewijn.eu



Donatello Piras,
Nederlands Debat
Instituut (Netherlands
Debate Institute)

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**NEDERLANDS
DEBAT INSTITUUT**

Facilitators

Rob Boudewijn, European Affairs.



Rob Boudewijn, founder and director of European Affairs, is an expert on the European Union with over fifteen years of experience with EU-training, research and consultancy. European Affairs enables organisations and policy makers to capitalise on the developments within the European Union, allowing them to operate more effectively in a EU context.

What Rob's customers say:

"Rob of the European Institute gave me finally insight in Europe for outsiders." - Chamber of Commerce, Serbia

"The European Institute did a fabulous job: I know how to find my way in Brussels and getting things done! Thanks!" - Dutch employers organization

"Wonderful insights how to negotiate Europe"- Hungarian Central Bank

Donatello Piras, Nederlands Debat Instituut (Netherlands Debate Institute)



Donatello Piras, Head of training staff, Sr Trainer, and Moderator, Presenter and Conference host at Netherlands Debate Institute. Donatello is very experienced in debating and presenting skills for profit & non-profit organisations. The Netherlands Debate Institute aspires to contribute to the development of an ingrained debate culture in the Netherlands, led by the conviction that debating substantially contributes to

the personal development of individuals, as well as the development of organizations and society as a whole.

What Donatello's customers say:

"An excellent instructor. A good and exciting course, it was fun taking that." – Turkish Civil Servants by Social Affairs

"This is one of those lectures that brings out your maximum potential, I absolutely like it." – Czech Senior Advisor, Ministry of Transport Training in Prague

"The lecture was very attractive and acceptable especially through the very good and pragmatic exercises. Mr. Piras comments on our participation in the exercises was very useful for each of us. Thank you for this good lecture." – How to Operate in Brussels, The Hague, EVD/Cross.

Danaë Huijser, CMC - Culture & Management Consulting



Danaë Huijser, director of CMC Europe, holds a degree in Organizational Psychology and International Business and has lived and worked in three continents. She works closely together with Mijnd Huijser, who developed the Model of Freedom on which CMC's learning solutions are based. We apply this model to co-create cultural sensitivity. Points of departure are the challenges we encounter when working in an international business environment. We approach these challenges from a cross-cultural angle. This learning process provides insights that turn cultural differences into an advantage.

What Danaë's customers say:

"The presenter was quite impressive and positive to me." - Canon Europe

"I really enjoyed last week's training! Thank you again for facilitating two super days." - Hogeschool Utrecht

"Thank you once again for the workshop and thanks to the trainers who made it so interesting. It was a pleasure for me to attend the workshop and there should be no doubt about its usefulness." - Open Workshop in Sofia

Danaë Huijser, CMC
– Culture &
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Consulting

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CMC
Culture & Management Consulting

For more information or to enrol, please contact Danaë Huijser for general information on the program, or contact the specific provider of one of the Masterclass days if

Program Outline

Day 1, November 25th, 9h00-20h00

9h00 – 12h30: Europa@yourorganisation: quick scan and introduction European negotiation techniques and simulation game

Topic: the economic future of Europe

12h30 - 13h30 lunch

13h30 – 17h00: Simulation game continued and scenario analysis

Topics: the institutional and geographical future of Europe

18h30- 21h00 dinner + your personal European Action Plan (EAP)

Day 2, November 26th, 9h00-20h00

9h00 – 12h30: Introduction and excercises.

Topics: how to be convincing, how to get attention.

12h30 - 13h30 lunch

13h30 – 17h00: Excercises and two debates

Topics: Argumentation through the stock issues, parliamentary debating.

18h30- 21h00 dinner + debate on intercultural topic

Day 3, November 27th, 9h00-16h00

9h00 – 12h30: Introduction to a culture model and excercises

Topics: efficiency and effectiveness, leadership, rules and regulations in a cross cultural context

12h30 - 13h30 lunch

13h30 – 16h00: Simulation of a cross-cultural meeting

Topics: influencing in a cross-cultural context

16h00 – 17h00 Good bye cocktails

For a more detailed program outline and more information on the institutions facilitating this Masterclass, please see the MC EU flyer on

www.european-institute.eu