

Syllabus “Simulation of EU Enlargement”

Course Details:

Full Title: Simulation of the enlargement of the European Union

Course Number: tba

Dates: April 13 / April 27 / June 5 (dies academicus) / July 20 (tbc)

Time: 8:45 a.m. (s.t.) – 2:15 p.m. (lunch break from 12 p.m. – 12:45 p.m.)

Room: tba

Lecturer:

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Short Biography: Markus Gastinger studied International Economic & Business Studies (IEBS) and Business Administration (MBA) at the University of Innsbruck (Austria), Tulane University (New Orleans, USA) and the University of Miguel Hernández (Elche, Spain). He then made an inter-disciplinary master in European Union Studies (EUS) at the “Salzburg Centre of European Union Studies” (Jean Monnet Centre of Excellence) and the Jagiellonian University in Krakow (Poland). After internships at the German Institute for International and Security Affairs (*Stiftung Wissenschaft und Politik*, Berlin) and the European Commission in Brussels, he entered the doctoral program of the European University Institute in Florence (Italy) in 2010. In 2012, he was visiting researcher at the Berlin Graduate School of Social Sciences (BGSS) of Humboldt University. Mr Gastinger writes his PhD on the Commission-Council interaction in international negotiations leading to cooperation agreements with countries in Asia and Latin America since the 1970s.

i.) Basic information

In this course we are going to simulate the history of European integration. You are going to find answers to the following questions: How does the enlargement of the EU work? How do I negotiate effectively? What was the concrete background of each negotiating round? What are re-current issues in these negotiations? And which issues are specific? What could future enlargements in the EU look like? Where does Europe end? Rather than providing answers up-front, we are going to simulate EU enlargement rounds and find the answers together. To obtain credit you will have to attend regularly, participate actively based on a thorough preparation of the readings announced for each session, prepare a short presentation for one of the sessions, write a personal ‘negotiations journal’, and sit a final exam at the end (consisting of multiple choice and open questions). Coming out of this class you will have developed a comprehensive understanding of EU history, enlargement and its effects on European integration as well as trained your negotiating skills in an intercultural context.

The readings that we will mainly draw from during the course are:

- Dinan, Desmond. 2010. *Ever closer union: an introduction to European integration*. 4. ed. The European Union series. Basingstoke: Palgrave Macmillan.
- Singh, B. D. 2008. *Managing Conflict and Negotiation*. Excel Books India.
- Tallberg, Jonas. 2004. “The Power of the Presidency: Brokerage, Efficiency and Distribution in EU Negotiations.” *JCMS: Journal of Common Market Studies* 42 (5): 999–1022.
- Senior European Experts. 2010. “Where Will the EU’s Final Frontiers Lie?” In *Where Will the EU’s Final Frontiers Lie?*, 34–50. iCES Occasional Paper ; 04. London: Institute of Contemporary European Studies.

The material forming the basis for the simulations has been prepared by myself in collaboration with **Dr Francesco Marchi** of ESSEC IRENE, Paris (see [here](#)).

ii.) Course objectives

Throughout this term you will learn:

1. The general outlines of European integration history since the Rome Treaties.
2. In particular, the enlargement rounds that the EU has been going through.
3. How enlargement works and which future enlargements might be yet to come.
4. Get in contact with the ‘negotiator in you’ and find out if you are a weak/strong negotiator (in an intercultural context).
5. Identify areas that you can work on to become a more effective negotiator in the future.

Point one will mainly be covered by Desmond Dinan’s standard text book on the issue, most of which we will cover throughout the entire length of the course. This will also be the main source that I will draw from for the final exam (see below). Point two will be covered mainly through group presentations starting in the second quarter of the course. Point three will be dealt with in-depth in the third session and in the last session on prospective enlargement rounds. Points four and five are tackled in the negotiation simulations themselves and the preparation of the negotiations journal.

iii.) Evaluation

Evaluation of your performance will be taking place drawing from four sources: a) preparation of the required readings, b) a short presentation, c) the ‘negotiations journal’, d) a final exam.

Ad a)

The session outline below indicates which texts need to be prepared for each session. Students are expected to read these texts thoroughly. If you have read the text will become clear in-class as it will reflect in your degree of active participation. When you read the texts *before* each session for which it is announced, you will not only be getting more out of this course. But you will also be prepared to do very well in the final exam!

Ad b)

For one of the sessions you will prepare a group presentation. In the course of this presentation you will give us a better understanding of the ‘third-party perspective’, i.e. the perspective of the acceding state (rather than that of the EU). You will prepare a short list with texts, books, hyperlinks etc. for people interested to learn more.

Ad c)

The negotiations journal will include a short recap of your negotiating position before the simulation. It will also document your self-reflection on where you have done particularly well/badly in the negotiations, what you could do better next time etc. You will be provided a template in session 3 to get a clear understanding of what is expected of you here.

N.B.: Your performance, activeness, assertiveness etc. during the negotiation simulation itself will not form basis of your evaluation! In negotiations sometimes it is better not to speak.

Ad d)

The final exam will be consisting of questions that will be very easy to answer if you have followed the course attentively. There will be no ‘trick questions’ and I will only ask things that are really essential and that every EU citizen should know anyway. In fact, if you attend classes regularly and prepare the required readings you will probably find it the easiest exam you have ever written.

iv.) Session outline

BLOCK 1 – Introduction

1st session: General introduction and getting to know each other; Overview of the course and requirement for obtaining credit; Repartition of the group presentations; Where does the EU come from and when did the respective enlargements take place?

Required reading: Dinan, Desmond. 2010. *Ever closer union: an introduction to European integration*. 4. ed. The European Union series. Basingstoke: Palgrave Macmillan [Chapter 1: *Reconstruction, Reconciliation, and Integration, 1945-1957* ; pp. 9-28]. You only need to skim this chapter. No in-depth knowledge is required.

2nd session: How does the enlargement of the EU work? Which function do the Commission, Council, and European Parliament play? How did this process change in the course of European integration?

Required reading: A short reader consisting of primary sources (relevant treaty provisions and European Council decisions) will be sent around among class participants. We will find answers to the above questions together in-class based on this reader. This way you will learn to infer essential information from primary documents. The reader should be printed out, but does not need to be read ahead of class.

3rd session: A short introduction into the world of negotiations and international diplomacy. What are BATNAs (best alternatives to a negotiated agreement)? What is an ‘opening bid’ or ‘anchorage point’? What is the ‘walk away’ or ‘reservation point’? What is ZOPA (zone of possible agreements)? How to ‘behave’ during negotiations? What is ‘issue linkage’? What are the ‘powers of the chair’? How to write your negotiations journal?

Required readings: i.) Singh, B. D. 2008. *Managing Conflict and Negotiation*. Excel Books India [pp. 93-116; 129-141; 257-264]. ii.) Tallberg, Jonas. 2004. “The Power of the Presidency: Brokerage, Efficiency and Distribution in EU Negotiations.” *JCMS: Journal of Common Market Studies* 42 (5): pp. 999-1022.

BLOCK 2 – The Northern Enlargement

4th session: The general background of European integration at the time of the Northern Enlargement.

Required reading: Dinan, Desmond. 2010. *Ever closer union: an introduction to European integration*. 4. ed. The European Union series. Basingstoke: Palgrave Macmillan [Chapter 2: *Uncertain Terrain, 1958 – 1972* ; pp. 29-51].

Group presentation: The EU Northern Enlargement.

5th session: Simulation of the Northern Enlargement.

6th session: The general background of European integration at the time of the ‘small’ Southern Enlargement.

Required reading: Dinan, Desmond. 2010. *Ever closer union: an introduction to European integration*. 4. ed. The European Union series. Basingstoke: Palgrave Macmillan [Chapter 3: *A Community in flux, 1973 – 1984*; pp. 53-72].

Group presentation: The ‘small’ Southern Enlargement (Greece).

BLOCK 3 – The ‘big’ Southern Enlargement

7th session: The general background of European integration at the time of the ‘big’ Southern Enlargement.

Required reading: Dinan, Desmond. 2010. *Ever closer union: an introduction to European integration*. 4. ed. The European Union series. Basingstoke: Palgrave Macmillan [Chapter 4: *From European Community to European Union, 1985 – 1993*; pp. 73-102].

Group presentation: The ‘big’ Southern Enlargement (Spain, Portugal).

8th session: Simulation of the ‘big’ Southern Enlargement.

9th session: The general background of European integration at the time of the EFTA-Enlargement.

Required reading: Dinan, Desmond. 2010. *Ever closer union: an introduction to European integration*. 4. ed. The European Union series. Basingstoke: Palgrave Macmillan [Chapter 5: *The Emergent European Union, 1993 – 1999*; pp. 103-131].

Group presentation: The EFTA-Enlargement.

BLOCK 4 – The Eastern Enlargement

10th session: The general background of European integration at the time of the Eastern Enlargement.

Required reading: Dinan, Desmond. 2010. *Ever closer union: an introduction to European integration*. 4. ed. The European Union series. Basingstoke: Palgrave Macmillan [Chapter 6: *The Unsettled European Union, 2000 – 2010*; pp. 133-167].

Group presentation: The Eastern Enlargement.

11th session: Simulation Eastern Enlargement

12th session: Where are the EU’s final frontiers? Debriefing and feedback on the overall course.

Required reading: Senior European Experts. 2010. “Where Will the EU’s Final Frontiers Lie?” In *Where Will the EU’s Final Frontiers Lie?*, pp. 34–50. iCES Occasional Paper ; 04. London: Institute of Contemporary European Studies.

Group presentation: To bEU or not to bEU? That is the question. Prospects of select member states to join the EU (e.g. Turkey and Georgia).

13th session: Final exam.

Bonus session: Towards the end of the term I will try to organize a **public screening** of the Danish documentation “*Alles Banditen – Wenn Europas Regierungschefs unter sich sind*” (in German) on the Eastern Enlargement. This will, however, not constitute a formal part of the class. Attendance is hence not required to obtain credit or will in any way affect your grade.