



**eastwest**  
European  
Institute



# ECONOMIC DIPLOMACY



in cooperation with  
**Farnesina**  
Ministero degli Affari Esteri  
e della Cooperazione Internazionale



in partnership with  
**Diplomatici**  
NGO IN ECOSOC

Understanding the fundamental **economic dynamics** has become a crucial feature of **diplomatic debates**, where public and private interests are more and more deeply interconnected.



**Economic Diplomacy** provides participants with a theoretical and practical knowledge of **negotiation techniques** in the economic field, combined with a thorough understanding of the complex interconnections between the **private and the public sector**.



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## ECONOMIC DIPLOMACY **FULL PROGRAM**



In partnership with   
**Diplomatici**  
NGO IN ECOSOC  
UNITED NATIONS

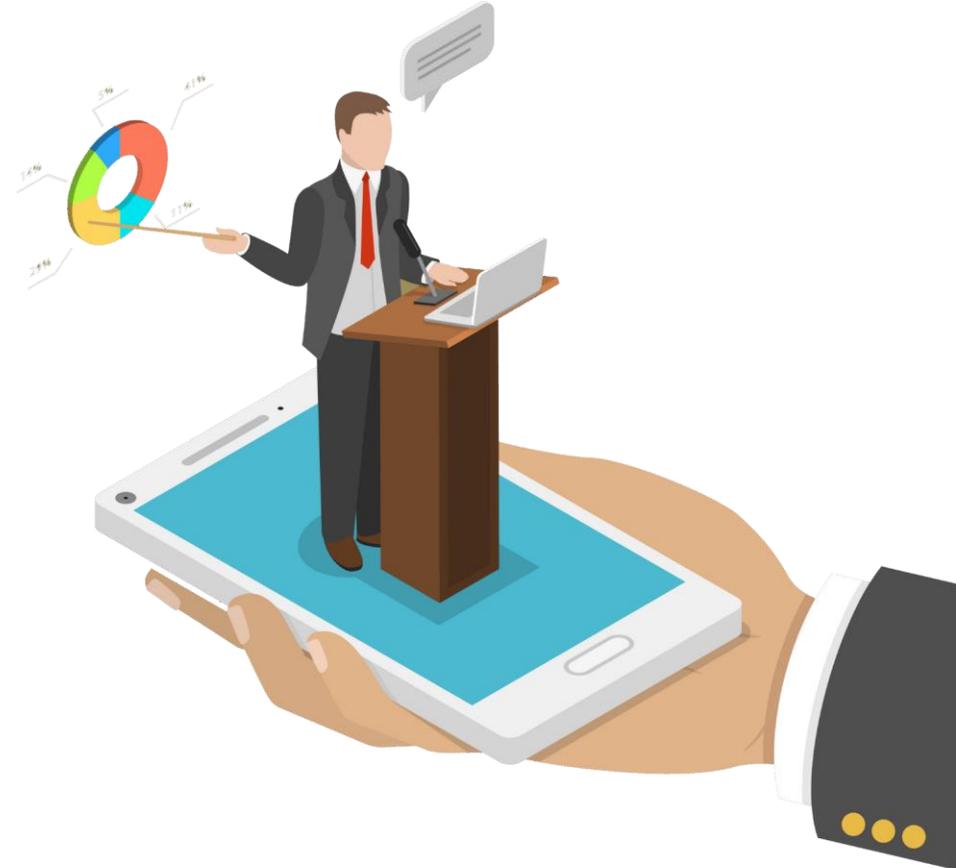
## STEP 1 TRAINING COURSES

**Where:** e-learning platform

**When:** June 2019 (12 hours)

**What:** 6 lectures held by diplomats and professionals of public-private partnership on the theoretical and practical aspects of:

- multilateral diplomacy, with a focus on the UN system;
- negotiation dynamics in the private sector.



## STEP 2 FARNESINA DAY

THE FARNESINA DAY CAN BE ATTENDED  
LIVE OR IN WEBINAR

**Where:** Rome, Ministry of Foreign Affairs.

**When:** June 18, 2019

**What:** The day will focus on specific aspects of **public Economic Diplomacy**, with the contribution of high-level speakers from different national institutions.

**Why:** understanding how the Italian “*Sistema Paese*” works in all its aspects and analysing the mechanisms and techniques behind real public multilateral negotiations.



## STEP 3 SIMULATIONS & MEETINGS

Where: New York City

When: July 23 – 27, 2019

What: 5 days of meetings and simulations focused on Economic Diplomacy:

- simulation of a session of the Economic and Financial Committee of the **UN General Assembly**,
- meetings and **guided Board simulations** at the HQ of prestigious multinational companies. Each student will take part only in **one** Company Board simulation, according to the selection which will be held during the course.



Bloomberg



BLACKROCK



PEPSICO



In partnership with



## GUIDED BOARD SIMULATION **HOSTING COMPANIES**

**Bloomberg**

The financial, software, data and media giant

 **UniCredit**

One of the main European global banking and financial services companies

**FT** FINANCIAL  
TIMES

The world's leading global business publication

  
PHILIP MORRIS

A world's leading cigarettes and tobacco company

 **PEPSICO**

One of the largest food, snack and beverage corporations in the world

**BLACKROCK**

The world's largest investment management corporation

## SELECT YOUR PACKAGE

# PARTICIPATION OPTIONS

### PACKAGE 1

Economic Diplomacy  
Short stay

**1.100 EUR**

July 23 – 27, 2019

*Online training course*

*Farnesina day*

*4 nights in hotel*

*Project activities*

*Training material*

*Certificate of participation*

*The cost DOES NOT include:  
meals, accommodation and travel expenses to Rome  
for the Farnesina day; meals and travel expenses to  
NYC*

### PACKAGE 2

Economic Diplomacy  
Long stay

**1.575 EUR**

July 20 – 27, 2019

*Online training course*

*Farnesina day*

*7 nights in hotel*

*Project activities*

*Training material*

*Certificate of participation*

*The cost DOES NOT include:  
meals, accommodation and travel expenses to Rome  
for the Farnesina day; meals and travel expenses to  
NYC*

## SELECTION PROCESS

# HOW TO APPLY

In order to take part in the project, candidates need to pass a selection procedure, which consists of the following steps:

- online registration
- **skype interview** to be booked on a dedicated software
- reception of an email with the outcome of the interview and, if the case, indication of the scholarship assigned
- payment of the participation fee

## REQUIREMENTS

Ongoing or completed university studies / B2 level of English



Eastwest European Institute provides deserving students who want to take part to Economic Diplomacy in Rome and New York with partial **scholarships**.



**Scholarships** are available based on the following criteria:

- University average grade
- English level
- Participation to previous EWEI projects
- Interview outcome

## EASTWEST EUROPEAN INSTITUTE **WHO WE ARE**

The eastwest European Institute is an independent organization specialized in geopolitical research and analysis, organization of scientific events and training projects for students and professionals, with a focus on international affairs and global dynamics.

Associazione Diplomatici, is an **NGO** with special consultative status in the **United Nations Economic and Social Council**, which has trained more than 30,000 students coming from more than 100 countries, since 2000.

Our Scientific Committee provides guidelines for the activities of the eastwest European Institute, through bi-monthly meetings. It is composed by leaders in the international political, economic and cultural world such as:



Romano Prodi  
*President*



Salvatore Carrubba  
*Vice President*



Giuseppe Scognamiglio  
*Chairman*



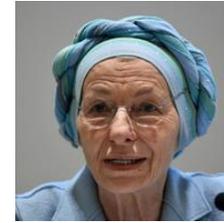
Claudio Corbino  
*CEO*



Joschka Fischer



Enrico Letta



Emma **Bonino**



Javier Solana



Enrico Giovannini

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# ECONOMIC DIPLOMACY

## CONTACT

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