

WIL Workshop Report

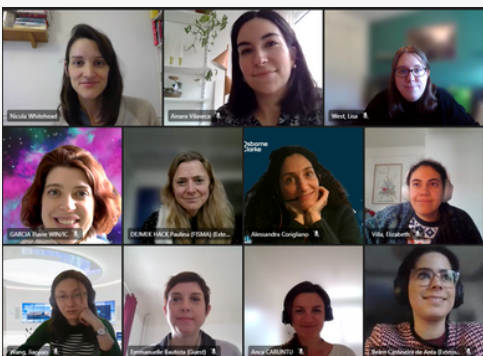
Managing Complex Negotiations: Lessons From the EU-UK Trade Agreement



In a special online event, WIL Board Member Paulina Dejmek-Hack, Director for General Affairs at DG FISMA at the European Commission, shared her expertise on how to effectively managing a complex negotiation, drawing on her time working alongside Michel Barnier on the EU-UK Trade Agreement while she was Director in the Taskforce for Relations with the UK at the Commission. This high-profile negotiation followed the 2016 referendum on the UK's membership of the EU. In addition to walking the senior and emerging female leaders from the WIL network through her experience as one of around 65 core negotiators on the trade deal, she also gave practical advice to them on dealing with their own negotiations at work.



In the second half of the event, participants were able to ask Paulina their burning questions; among them, what strategies were employed to successfully negotiate the deal, and what new aspects of her leadership style she discovered during her time working on the negotiation. A fascinating and memorable event and discussion!



Premium Partner



Silver Partner



WTP Partners



In-Kind Partners

