



The EUROPEAN SUPERVISOR EDUCATION INITIATIVE (ESE)

presents the

seminar on

“Meeting Skills for European Supervisors”

hosted by: BaFin (Bundesanstalt für
Finanzdienstleistungsaufsicht)

Date: 24 - 26 April 2018

Venue: Bonn, Germany



EUROPEAN SUPERVISOR EDUCATION INITIATIVE

OBJECTIVES

This seminar has the objective to improve the negotiating and meeting skills competence of participants professionally involved in supervision activities (e.g. participation in working-groups, bi- /multilateral negotiation situations). It will promote greater personal self-confidence and effectiveness in the common challenges at international meetings. The following topics will be put into a negotiating perspective and the relevant skills will be identified and practiced:

- Accelerating relationship building & rapport
- Building and utilizing an international network
- Handling cultural and personal differences
- Making effective interventions with concise, logical and persuasive points
- Creating impact in your questions and answers
- Fostering international alliances and building consensus at international meetings

FORMAT

Personalised feedback, at times supported by video recording, is part of this training activity.

TRAINERS

Frontline Training Solutions, England



PROGRAMME

Tuesday, 24 April 2018

08:30 a.m. - 05:30 p.m.

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| 08:30 a.m. | Welcome and Introduction |
| 08:45 a.m. | Wants and needs |
| 09.30 a.m. | Rapport 1 - Pacing - Relationship building, including pacing and active listening skills to encourage openness and sharing and to accelerate rapport |
| 10:45 a.m. | Coffee break |
| 11.15 a.m. | Rapport 2- Leading - Steering towards a different way of looking at an issue; changing the energy; taking control. |
| 12:15 p.m. | Lunch |
| 01:15 p.m. | IRIS - structured intervention model and exercise |
| 03:00 p.m. | Coffee Break |
| 03.30 p.m. | PISA - argumentation structure and practise |
| 05:30 p.m. | End of Day 1 |
| 06:30 p.m. | Social Event |

Wednesday, 25 April 2018

09:00 a.m. - 17:30 p.m.

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| 09.00 a.m. | Intro and warm-up |
| 09.15 a.m. | Working inter-culturally - Culture in networking - Sounding Out Socially (SOS) 1 - Speed networking |
| 10.00 a.m. | De-brief Speed networking |



PROGRAMME

10.10 a.m.	Coffee Break
10.30 a.m.	SOS 2 - strategic networking
12:15 p.m.	Lunch
01:15 p.m.	PISA Q&As - structure for asking and answering challenging Questions (optional on-site supervision role-plays if required)
03.00 p.m.	Coffee break
03.15 p.m.	Handling questions and answers continued
04:00 p.m.	Interviews and video playback of previous sessions
05.30 p.m.	End of Day 2

Thursday, 26 April 2018

09:00 a.m. - 2:30 p.m. - Leading a group towards consensus

9.00 a.m.	Taxis and organising travel to the airport
09.10 a.m.	Pacing and Leading a group
10.00 a.m.	Introduction to the Reunion Game
10.15 a.m.	Coffee Break
10.30 a.m.	Meeting simulation - Playing the Reunion Game
12:30 p.m.	Lunch
1.15 p.m.	Score the game
01.35 p.m.	De-brief Reunion game with video playback
02:10 p.m.	Personal feedback and development plan
02.30 p.m.	Evaluation
02:45 p.m.	End of seminar



EUROPEAN SUPERVISOR EDUCATION INITIATIVE

Organisational Information

Address of Seminar Venue:

BaFin (Bundesanstalt für Finanzdienstleistungsaufsicht)
Dreizehnmorgenweg 13 – 15
53175 Bonn
Room H1.0.026 – H1.0.028

Accommodation, Arrival and Departure:

The participants are requested to arrive at the seminar venue in time for the start of the seminar at 8.30 a.m. on Tuesday, 24 April 2018. The seminar ends at about 2.45 p.m. on Thursday, 26 April 2018. The necessary rooms have been booked at

SternHotel Bonn
Markt 8
53111 Bonn

<http://www.bonn-region.de/events/bafinese18.html>

at 140 Euro/Night for a single room, incl. breakfast. Participants will have to contact the hotel and book the rooms themselves (!) via the link provided after receipt of a confirmation of participation.

Please note that for networking reasons it is assumed that all participants stay in the same hotel.

Attention: Hotel reservation deadline – 29th March 2018.

Seminar fee and registration

Seminar fee: 1.300 EUR (excl. accomodation)

Drinks and meals will be provided during the seminar. Included in the fee is one social event with dinner on the evening of 24 April 2018. Ancillary costs (e.g. telephone calls, additional drinks) are to be borne by the participants themselves.

Please note that nominating institutions will be charged via an invoice afterwards. In case a registration already confirmed by ESE is cancelled after the registration deadline and no replacement for this place can be found, the complete seminar fee is due and will be invoiced by ESE.

Please register via the ESE website **until 16th March 2018** at <http://www.ese-initiative.org>



EUROPEAN SUPERVISOR EDUCATION INITIATIVE

Seminar Organisation

ESE Secretariat
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Contact at BaFin for questions re. the venue
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About ESE

The European Supervisor Education Initiative (ESE) is an alliance of central banks and supervisory authorities in Europe with the objective to qualify financial supervisors in Europe. Its members are Bank of Slovenia, Banquecentrale du Luxembourg, Czech National Bank, De Nederlandsche Bank, Deutsche Bundesbank, German Federal Financial Supervisory Authority and OesterreichischeNationalbank.

ESE is committed to high level training based on uniform standards to enhance financial supervisors' knowledge and skills and to promote a common European supervisory culture and practice. The initiative offers a modular seminar programme for banking, insurance and securities and markets supervisors, financial stability analysts and economists from central banks and supervisory authorities in Europe.

ESE is always open to new members or cooperations. Any contribution by European central banks, supervisory authorities or other institutions in the field of financial supervision sharing the idea that training is crucial to the success of financial supervision is highly appreciated.