

European Negotiation Association (E.NE.A)



Mission Statement

Our Vision

ENEA aims to become the leading European hub for research, theory-building, practice, and innovation in negotiation and conflict resolution. Inspired by the mythological figure Aeneas, a symbol of resilience and strategic foresight, we seek to build a strong, cooperative, and forward-thinking negotiation community across Europe and beyond.

Our Mission

- **Advance Negotiation Excellence**
ENEA fosters high-level discussions, interdisciplinary research, and knowledge sharing to improve negotiation strategies in business, diplomacy, policymaking, etc.
- **Bridge Academia and Practice**
By connecting leading scholars, policymakers, and corporate leaders, we promote evidence-based negotiation approaches that connect theory and real-world applications.
- **Support European and Global Cooperation**
Through strategic partnerships, research collaborations, and high-impact events, we contribute to the development of negotiation as a tool for international cooperation and conflict resolution.
- **Empower Future Leaders**
ENEA invests in training and mentorship programs for young professionals and scholars to enhance their negotiation skills, their teaching and their leadership capacities.
- **Foster Collaborative Research**
We promote joint research projects among European scholars specializing in negotiation and conflict management by establishing interdisciplinary networks and launching initiatives that address contemporary challenges in the field.
- **Host the European Negotiation Conference (ENC)**
Our flagship event, the ENC, serves as a platform to showcase cutting-edge research, innovative negotiation practices, and foster networking among top professionals and academics.

Core Activities

- European Negotiation Conference (ENC) as the cornerstone event.
- Publications & Research Collaborations, including special issues within specialised scientific journals.
- Workshops & Training Programs in negotiation, mediation, and strategic conflict resolution.
- Student and Future Leader Initiatives, including summer schools, workshops, and negotiation competitions to build skills and foster leadership.
- Innovation-Focused Projects that enhance mutual understanding among conflict parties at all levels—including individuals, organizations, and nations.
- Strategic Partnerships with academic institutions, thinktanks, and corporations to promote negotiation best practices.
- Community Engagement through specialized forums, working groups, and digital platforms.
- Knowledge Dissemination, including interviews and podcasts featuring leading European scholars and practitioners in negotiation and conflict studies.

Our Values

- **Integrity & Ethics** - Promoting fair and responsible negotiation practices.
- **Cooperation** - Fostering a community of practice towards the common goals of the association, and encouraging interdisciplinary and cross-sector engagement.
- **Innovation** - Advancing negotiation methods through research and applied practice.
- **Impact** - Driving meaningful change in negotiation practices at the European and global levels.
- **Human rights and gender responsiveness** - Incorporating a Human Rights based approach and gender responsiveness in the association activities and approaches.

Join Us

ENEA is open to everyone: academics, practitioners, policymakers, organizations, universities, etc. as long as you are interested in negotiation and conflict resolution. Whoever you are (a researcher, a corporate leader, a diplomat, a student, etc.), we welcome your engagement in shaping the future of negotiation in Europe and beyond.

The Founding Members

Adrian BORBELY (Emlyon Business School Emlyon & PRONEGO-DBS, France)

Patricia ELGOIBAR (University of Barcelona)

Maria GABRIELSEN JUMBERT (PRIO, Oslo)

Francesco MARCHI (ALTERNEGO & Sciences Po, Paris)

Doudou SIDIBE (ESIEE PARIS/Université Gustave Eiffel, France)

Remi SMOLINSKY (HHL, Leipzig)

Joana VIEIRA DA SILVA (Former HoD UNFCCC/PA COP, Portugal)

Emmanuel VIVET (ESSEC IRENE & DGAC, France)