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978-0-521-86452-7 - Leadership and Negotiation in the European Union

Jonas Tallberg

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Leadership and Negotiation in the European Union

Jonas Tallberg offers a novel perspective on some of the most fundamental questions about international cooperation and European Union politics. In the first systematic theoretical and empirical exploration of the influence wielded by chairmen of multilateral negotiations, Tallberg develops a rationalist theory of formal leadership and demonstrates its explanatory power through carefully selected case studies of EU negotiations. He shows that the rotating Presidency of the EU constitutes a power platform that grants governments unique opportunities to shape the outcomes of negotiations. His provocative analysis establishes that Presidents, while performing vital functions for the EU, simultaneously exploit their privileged political position to favor national interests. Extending the scope of the analysis to international negotiations on trade, security, and the environment, Tallberg further demonstrates that the influence of the EU Presidency is not an isolated occurrence but the expression of a general phenomenon in world politics – the power of the chair.

JONAS TALLBERG is an Associate Professor in the Department of Political Science, Stockholm University and a Research Fellow at the Swedish Institute of International Affairs. He has published numerous articles on international cooperation and EU politics, and is the author of *European Governance and Supranational Institutions: Making States Comply* (2003).

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To Emil and Malte

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Acknowledgments

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Abbreviations

ACEA	European Automobile Manufacturers Association
APEC	Asia-Pacific Economic Cooperation
ASEAN	Association of South East Asian Nations
AU	African Union
BATNA	best alternative to a negotiated agreement
BEAR	Barents Euro-Arctic Regional Council
CAP	Common Agricultural Policy
CBSS	Council of Baltic Sea States
CFCs	chlorofluorocarbons
CFSP	common foreign and security policy
CiO	Chairman-in-Office
Coreper	Committee of Permanent Representatives
CSCE	Conference on Security and Cooperation in Europe
EC	European Community
ECSC	European Coal and Steel Community
EEC	European Economic Community
EFTA	European Free Trade Association
EGARA	European Group of Automotive Recycling Associations
EMU	Economic and Monetary Union
EPC	European political cooperation
EU	European Union
FCMA Treaty	Friendship, Cooperation and Mutual Assistance Treaty
G8	Group of Eight
GATT	General Agreement on Tariffs and Trade
IAEA	International Atomic Energy Agency
IGC	intergovernmental conference
IMF	International Monetary Fund
INC	Intergovernmental Negotiating Committee
JHA	justice and home affairs
LOS	law of the sea

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NATO	North Atlantic Treaty Organization
NGO	non-governmental organization
NNA	neutral and non-aligned Countries
OECD	Organisation for Economic Cooperation and Development
OEEC	Organisation for European Economic Cooperation
OSCE	Organization for Security and Cooperation in Europe
QMV	qualified majority voting
SEA	Single European Act
TEU	Treaty on European Union
TNC	Trade Negotiations Committee
UK	United Kingdom
UN	United Nations
UNCLOS	United Nations Conference on the Law of the Sea
UNEP	United Nations Environmental Programme
UNFCCC	United Nations Framework Convention on Climate Change
US	United States
WTO	World Trade Organization