



**Spécial**

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### **Salzburg Seminar 1989**

The purpose of the Salzburg seminar is the study, at the highest level, of contemporary issues of worldwide scope as well as of significant aspects of American society. It provides a unique forum for the frank exchange of ideas and informed opinion. It offers to non-Americans practical, as well as theoretical, insights into developments in the United States at the same time as it familiarizes American participants with the ideas and attitudes of those from other countries.

In 1989, the Seminar offers seven sessions, lasting from eight to thirteen days, each on a different subject and each with a different faculty and group of fellows. The fellows the Seminar brings together are people of prominence or promise in their fields. They come primarily from Western Europe, Eastern Europe, North America and from developing countries with special emphasis on the Middle East. Usually, forty to fifty men and women are selected for each session. They are chosen to reflect a diversity of professional viewpoints and experiences. Most fellows are in their 30's, though some are younger, some older. They work with a distinguished international faculty, all of whom serve without monetary compensation.

Of the 1989 programme, the Coordinating Committee for Exchanges, chaired by Mr. Ehlermann, has selected five sessions as being of particular interest to the Commission for which applications are now invited. Candidates will be chosen by that same Committee. The sessions are

#### **1. The Role of Non-Profit Organizations: Comparisons of Functions, Operations and Trends - April 30-May 12 (Session 272)**

This session will examine some of the new challenges that the private, non-profit sector faces. It will focus on comparisons of roles, governmental relationships, funding, management and other dimensions and trends of non-profit organizations in various countries and cultures. It will also deal with issues relating to the effective functioning of these organizations in achieving public goals in health, social welfare, human relief, education and the arts. In addition, non-governmental activities in developing countries, and the recent emergence of voluntary associations and philanthropy in other regions will be discussed.

The session will explore the difficulties involved in measuring the size and economic importance of the non-profit activity, differences in government/non-profit relations - funding levels, tax policies, financial mechanisms, and instruments of control, relationships to donors, including patterns and mechanisms of philanthropic giving,

different management styles based on size and purpose of the organization; financial management and fiduciary responsibility; problems of governance and accountability, including an examination of responsibilities of board members and staff officers; professionalism and paid staff versus voluntarism and community involvement; and university programs in non-profit management.

## 2. Internationalization of Financial Markets - June 17-24 (Session 274)

The term "globalization" captures the concept of a world shrinking in time and space. Nowhere has that concept been more fully realized than in financial markets, where instantaneous communication and round-the-clock trading have revolutionized time-honored patterns and practices.

Technological change has made possible the internationalization of capital flows, and national institutions have been scrambling to compete in the new environment. Securitization is replacing balance-sheet loans; interest rate swaps have become as commonplace as currency swaps; and equity markets around the world are linked together as never before.

What are the implications of these dramatic changes: for the role of the dollar as an international currency; for developing countries struggling to repay debts; for socialist countries as they experiment with more open markets; for the stability of exchange rates; for the effectiveness of national monetary policies; and for the safety of previously regulated institutions? These are some of the issues that will be described and discussed by a multi-national faculty with broad, hands-on experience in the markets that are in the process of globalization.

## 3. Negotiation Theory and Practice: Business and Trade Disputes - June 25-July 7 (Session 275)

This is one of a series of sessions which draws extensively on the experiences of the Program on Negotiation: An Inter-University Consortium to Improve the Theory and Practice of Conflict Resolution, based at Harvard, and the project on the Processes of International Negotiations based at the International Institute for Applied Systems Analysis (IIASA), Laxenburg, Austria.

General seminars will examine negotiating themes that are important across context, providing Fellows with negotiating tools and techniques that are applicable to any conflict domain - be it interpersonal, intergroup, domestic, or international, or be it economic, environmental or political.

Special invited speakers will lead the discussions in which general negotiation theory will be focussed on particular problems of international economic relations (general North/South issues, the dispute mechanisms of GATT, international debt and problems arising from

joint ventures between market and non-market economies).

#### 4. American Law and Legal Institutions - July 16-28 (Session 276)

This session will focus on the legal system of the United States, including the role of law and legal institutions in the control of economic activities, the justification and application of judicial power, and the interplay between state and federal law. It will consider the law governing business organization and activity, including corporation and financial law, and the use of regulation and tort law to promote environmental, health, and consumer protection. It will also consider important issues in the administration of justice in the United States, including the exercise of discretion by criminal justice officials, and the use of administrative law to control the decisions of government administrators responsible for regulatory and social welfare programs. Finally, it will consider protection of civil liberties and civil rights. Emphasis will be placed on the application and integration of law across jurisdictional boundaries, and on comparisons between American and other legal systems.

#### 5. The New Revolution: The USSR in Transition - August 20-September 1 (Session 278)

The far-reaching foreign and domestic policy changes that have been introduced in the Soviet Union since General Secretary Gorbachev came to power pose important new opportunities and challenges for the East, the West and the Developing World. These changes call for a process of reexamination of traditional understanding about the nature of the Soviet Union and the relationship between domestic restructuring and its foreign policy.

This session will seek to examine the nature of the changes in Soviet military doctrine in conventional and nuclear arms and to evaluate the implications of these for relations between the two alliances. Recent developments in Afghanistan, Angola, the Middle East and Southeast Asia indicate that the Soviet Union's attitude and involvement in Developing World areas are undergoing examination in senior policy circles. These and other foreign policy and defense questions will be explored during the session.

On the eve of the 1990s, any examination of international security must also address the growing importance attached to economic strength and the implications of this factor for the traditional East-West bloc-to-bloc approach. The session will examine the scope and the significance of the domestic and foreign policy changes for the Soviet Union and their implications for the rest of the world.

#### General Information for Applicants

Applicants should be men and women who have demonstrated a level of professional achievement or significant promise in the field

covered by the sessions for which they apply. Most Fellows are in their 30's.

The language of the Seminar is English and a good command of spoken and written English is a prerequisite for participation. Fellows are required to be present for the full length of the session in order to benefit fully from this unique professional and internationally broadening experience.

The Seminar actively seeks the participation of women and men of all nationalities, races and political persuasions.

Due to the intensive nature of the programme, the Seminar recommends that spouses do not accompany Fellows for the full session. Spouses who visit Salzburg during a session may participate in social events at the Schloss and, for a nominal charge, may take lunch and dinner at the Schloss when space is available. Accommodation for visitors at nearby pensions are the responsibility of individual Fellows.

#### How to apply

Although applications are invited from individuals, the form to use is the "Application to attend a training course submitted by a Directorate-General or Department", which should be available from the official in your Directorate-General or Service responsible for training.

When you have completed parts 1 and 2 of the form, you should send the 4th copy (pink) direct to Mr. CHRISTOYANNOPOULOS, L.57, 8/3, together with a curriculum vitae covering mainly academic and professional experience; the remaining copies of the form should be submitted to your Director-General or his representative, for transmission after approval, to the Training Division, L.57, 7/16.

The closing date for the receipt of applications is 25 November 88; the candidates to be proposed by the Commission will be selected by the Coordinating Committee for Exchanges and will be given further instructions about their formal application to the organisers of the Salzburg Seminar.