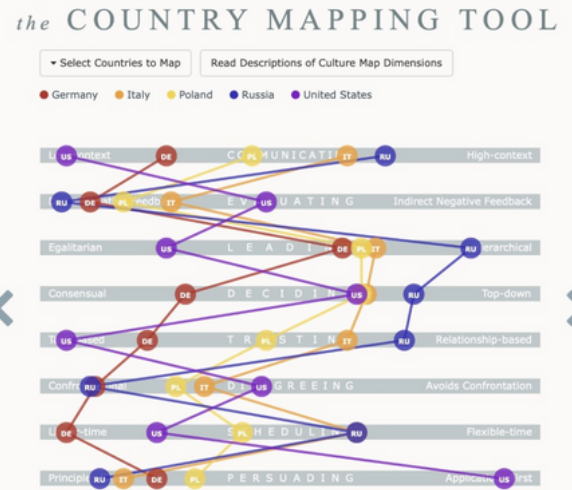


ITALY

MEYERS CULTURE MAP- ITALY

Communicating	High-Context
Evaluating	Indirect Negative
Leading	Hierarchical
Deciding	Lean towards top-down
Trusting	Relationship-based
Disagreeing	Fairly confrontational
Scheduling	Flexible
Persuading	Principles First

ILL MAKE HIM AN OFFER HE CAN'T REFUSE



ANTONIO'S CHARACTERISTICS

In 2017, he became the 29th president of the EU parliament - allegedly brokered in behind the scenes back-room deal

Driven by unwavering belief that the EU must derive its strength from the results it delivers to its citizens

- loyal, low-key, agreeable
- friendly and skillful coalition leader, not pushy
- doesn't inject himself into political debates and works hard to build consensus among political groups
- more outspoken on Italian matters
- passionate about saving local jobs
- cares a lot about personal relations
- not a "micro-manager"



FORZA ITALIA- "FORWARD ITALY"

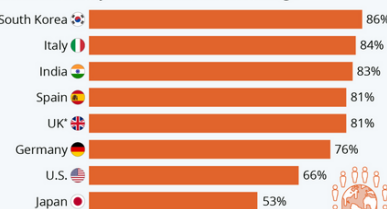
- center-right, liberal-conservative
- Christian-democratic, liberal (especially economically), social-democratic, & populist tendencies
- characterized by the strong reliance on the personal image and charisma of its leader
- bridge between Catholics and non-Catholics



CLIMATE CHANGE

Where Belief in Climate Change Is Highest & Lowest

Share of adults in selected countries who agree human activity contributes to climate change



* excludes Northern Ireland
20,590 adults aged 16-74 surveyed Feb/March 2020
Source: Ipsos

Italy is Europe's third biggest polluter and has a goal of net zero by 2050.

Aims to use renewable resources to make 65% of its electricity by 2030 and cover 40% of its energy demand.

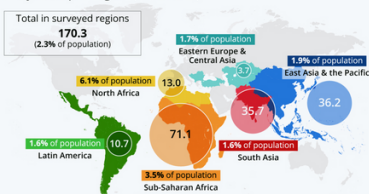
Italians believe that human activity directly contributes to climate change and that the government is not doing enough.

The Italian government puts economy first and has a dual-stance on climate change depending on audience.

Italy is characterized by an industrial and agricultural vocation that necessitates a fair and gradual energy transition, closely aligned with the needs of businesses and citizens.

Climate Change, the Great Displacer

Average number of internal climate migrants by 2050 per region (in millions)*



* Modeled on pessimistic reference = High emission & unequal development scenarios concerning water availability, crop productivity and sea-level rise
Source: World Bank

statista

COP28

Italy pledged 100 million euros to loss and damage fund to support climate resilience

OPPOSING PARTIES

Norway, Sweden, Netherlands

ALLIES

France, Poland, Germany, Latvia

"Fight against climate change cannot be a sort of religion, with dogmas that must be accepted by everyone without discussion and that impose unattainable goals on companies." - Antonio Tajani

MATTEI PLAN

Aim is to make Italy an energy hub to transport natural gas supplies from Africa to the rest of Europe

Incentivize the energy transition in emerging countries and communities most vulnerable to the effects of climate change.

"This objective is closely linked to the actions taken to counter irregular migration flows towards Europe," - Antonio Tajani.

The Italian plan will be developed along five main policy pillars: education and training; agriculture; health; water; and energy - which is the most significant for Rome.

NEGOTIATION TIP FROM THE DON:

'Never get angry, never make a threat. Reason with people.' The word 'reason' sounded so much better in Italian, ragione, to rejoin. The art of this was to ignore all insults, all threats; to turn the other cheek.

MIGRATION

2023 was a record migration year for the Mediterranean with more than 264,000 asylum seekers arriving in Spain, Italy, Greece, Cyprus, and Malta. There were 157,301 migrants who landed in Italy by sea and 96,175 were from Tunisia alone. This number has more than tripled since 2022.

Mediterranean Migrant Deaths on the Rise

Number of dead and missing migrants recorded in the Mediterranean from 2014 to 2023



* As of June 9, 2023

Source: International Organization for Migration - Missing Migrants



statista

OPPOSING PARTIES

Hungary, Poland, France, Germany

Italy leans far right on issue- in favor of legal migration but seeking ways to reduce immigration. Needs migrant workers to fill labor gap.

Italian Policies on Migration

Italy-Albania Agreement-Albania has agreed to a 5 year plan to host two migrant processing center that will be paid and run by Italy. Albania will shelter up to 36,000 as Rome fast-tracks asylum apps. Set to operate by Spring 2024.

Cutro Decree- will restrict asylum rights for economic migrants, speed up returns and deportations, and impose severe punishment on human traffickers.

Crackdown on SAR NGOs: There are still no state-funded, state-organized search and rescue in the central Mediterranean Sea. In January, Rome issued further restrictive measures to limit humanitarian operations. NGOs failing to comply now face heavy sanctions. The violation of this “code of conduct” is punished with an administrative sanction up to 50,000 Euro as well as the impounding of the ship.

ALLIES



Netherlands, Denmark, Spain, Sweden, Greece, Belgium, Finland

“The migration problem is not only Italian but European and also of the United Nations: Italy not only has the Mediterranean route but also the Balkan one to deal with. At European level we must face a phenomenon of great instability in Africa, but also Syria and Afghanistan.” - Antonio Tajani

Benefits of EU Enlargement for members

- political stability
- freedom for citizens to live, study or work anywhere in the EU
- increased trade via access to the single market
- increased funding and investment
- higher social, environmental, and consumer standards

Process for Balkan countries:

Partners in the Western Balkans follow a unique enlargement process called the stabilisation and association process (SAP). The partners currently involved in this process are Albania, Bosnia and Herzegovina, Kosovo, Montenegro, North Macedonia, and Serbia.

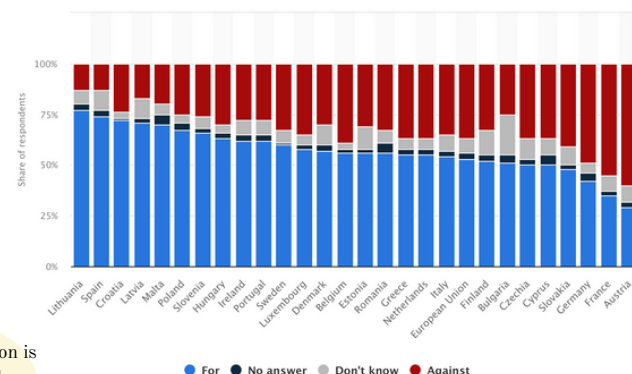
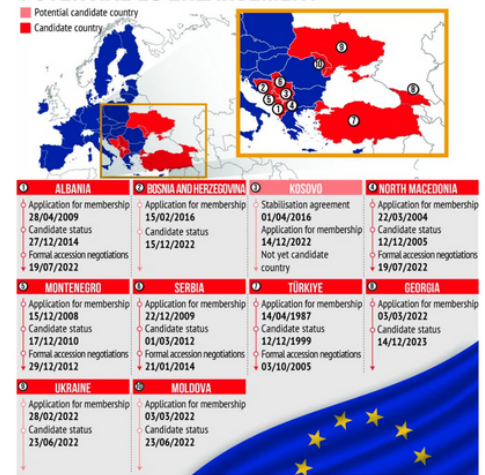
The goal of the SAP is to stabilise these partners politically and economically so that they will eventually be ready to join the EU. The EU plans to achieve this by

- providing financial assistance
- allowing easy access to EU markets
- promoting cooperation between countries in the region

Italian stance on EU enlargement: Before proceeding, there is a need to reflect on member states' priorities and the bloc's financial capacity but overall in favor of expansion

EU INTEGRATION

POTENTIAL EU ENLARGEMENT



“The growing disillusionment of the citizens of the Western Balkans with the European perspective of the region is a wake-up call that must shake the EU and its member states. Let it be clear: the EU cannot afford to lose the Western Balkans. As the Russian aggression against Ukraine reminds us every day, European security would be seriously compromised by this prospect. Italy is among the countries most exposed to the risks that would arise from such a scenario, also on the migration front.” -Antonio Tajani