

## **Abstract**

This bachelor thesis focuses on negotiation strategies used by “small states” that are defined in the theoretical part of the thesis. In the form of a case study, the thesis analyses Irish and Czech approach to negotiations on the exemptions from the Treaty of Lisbon, that were put forward by political representation of both countries. The so-called small states use, due to their limited economic and personal resources, specifically aimed activities in order to gain favorable negotiating positions within the European Union. Both Ireland and Czech Republic are, according to the typology used, classified as “small states”.

During the ratification process of the Treaty of Lisbon, the European Union encountered obstacles caused by the result of the first Irish referendum and by the stance of Czech President Václav Klaus, regarding the completion of the ratification process. These obstacles led to the formulation of specific demands that were presented to the European Union. This thesis examines the strategies that were used in this stage of the ratification process to achieve legal guarantees for Ireland and Czech Republic. These strategies are analysed using official documents and public statements of national and European political elites. In its conclusive part the thesis states the applied theoretical pattern applicable and anticipates the possibility of its broader use in cases of standardly held negotiations. Using concrete cases, the thesis also demonstrates different level of negotiating activity used by both of the examined countries as well as different strategies used.