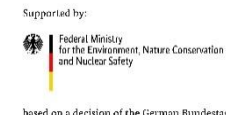
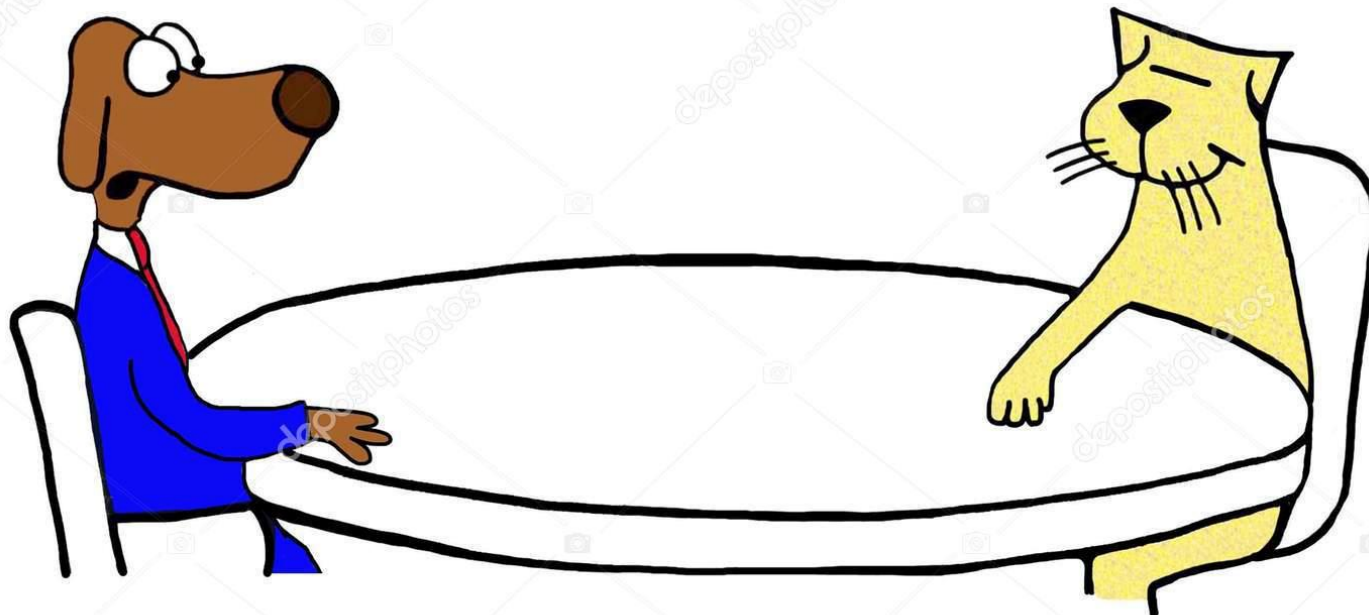




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Negotiation





Réunion

Brief recap on Negotiations

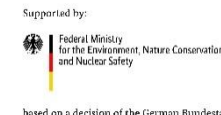
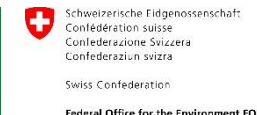
What is negotiation?

Discussion aimed at reaching an agreement



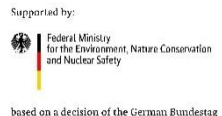


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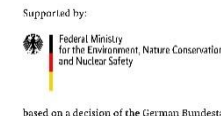
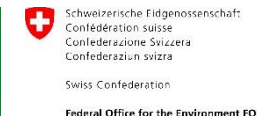
Preparing for Negotiations

- **Identify national or regional needs and develop a clear position:**
 - Requires advance planning and consultations
 - You need a **comprehensive understanding of your national or regional interests** in the issues under negotiation, and a good sense of **the interests of other delegations**.
 - Your **final position** should have received appropriate **endorsement**, so that you can represent your position with confidence.



Negotiation essentials (1)

- **Prepare as much as possible** to understand the subject of the negotiations, your country's interests, and the interests of other countries. Learn about the forum and its rules of procedure.
- **Look for win-win situations**, and opportunities to support other countries.
- **Treat other participants courteously and honestly.** Good relationships, trust and good humour are invaluable assets.
- **Focus on substantive objectives and be flexible on wording.** Focus on the interests of your country and other countries, rather than positions, to make progress.

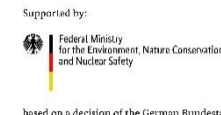
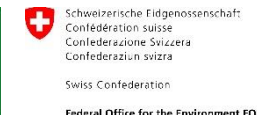


Negotiation essentials (2)

- **Take part in informal group consultations**, for more information and deeper understanding of the issues at stake.
- **Prepare carefully for interventions, with a clear focus on objectives.** Prioritize interests, and be concise. Brevity and restraint are often very effective in winning support from others.
- **Familiarise yourself with the outcomes of the previous negotiating session**, because negotiations often build directly upon previous outcomes.



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A true victory in negotiation is one where all parties regard the outcome as fair and equitable with all interests having been addressed in some way.

