AEWA African Regional Preparatory Meeting for MOP7
Réunion régionale préparatoire africaine pour la MOP7 de l’AEWA
12 – 14 September / septembre 2018

Negotiation
Brief recap on Negotiations

What is negotiation?

Discussion aimed at reaching an agreement
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.
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.