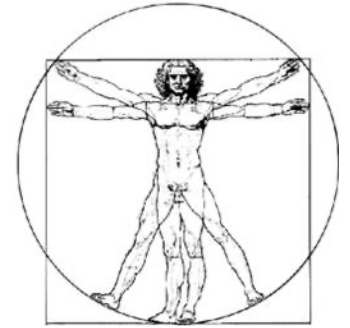


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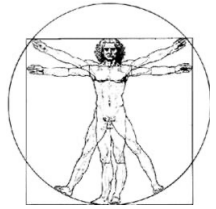


Mechanics of negotiations - Part 2

Kishan Kumarsingh

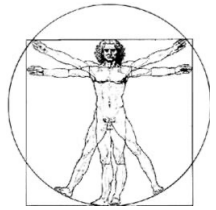
for sustained capacity building in support of international climate change negotiations
pour un renforcement durable des capacités en appui aux négociations internationales
sur les changements climatiques

Preparing for Negotiations



- What issues am I covering? - impossible to cover all issues
- What documentation do I need?
- What regional group meetings do I need to attend?
- Do I know time and place of meetings - the CCTV guide
- Do I need to speak to anyone in the regional groups regarding linkages with other issues and areas of concern?

Making an Intervention



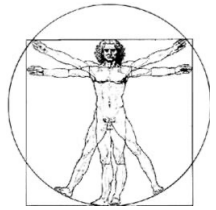
- Request the floor - electronic or manual
- Focus, polite, to the point.
- Measured rate to allow for translation (if applicable)

Steps:

1. May open with a brief salutation to the presiding officer (not often necessary)

“Mr. President, it is a pleasure to see you in the chair, and please be assured of my delegation’s support”

Making an Intervention

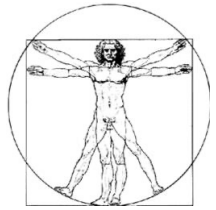


Steps:

2. Associate yourself with the negotiating group to which you belong (if applicable)

“[My country] at the outset associates itself with then statement made by the distinguished delegate of XXX on behalf of the YYYY”

Making an Intervention

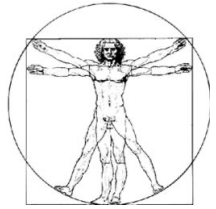


Steps:

3. Indicate if you are speaking on behalf of a larger group (if applicable)

“I have the honour to speak on behalf of the Alliance of Small Island States”

Making an Intervention



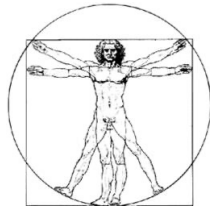
Steps:

4. May explain why the issue is important to your country or group

5. Can indicate positive tone to encourage dialogue and consensus

“ [XXX] welcomes your proposal and look forward to a constructive discussion ”

Making an Intervention



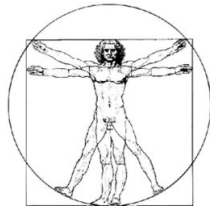
Steps:

6. Get to the point of your intervention quickly and avoid rambling. Be concise and clear.
7. If necessary, you may counter any view expressed by any other party or group. Be polite, respectful and diplomatic.

“XXX should like to bring clarification to what appears to be a clear misunderstanding of the issue as raised by YYY....”

“XXX regrets the position taken by some delegations regarding....”

Making an Intervention



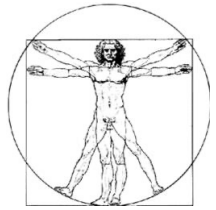
Steps:

8. Try to convince that your position is reasonable and acceptable

“ Mr. Chairman, we believe that our proposal is reasonable and we urge all parties to consider it in the spirit of compromise ”

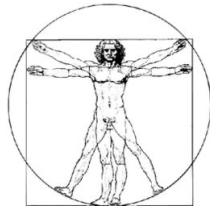
9. Thank the presiding officer

How to be a good negotiator



1. Take time to gain knowledge of the issue under negotiation
2. Listen attentively to the views of other parties so that you can engage rather than repeating prepared statements or positions
3. Be respectful of negotiating partners. Avoid terse or coarse language or attitudes that may be patronising.
4. Demonstrate patience and avoid signs of frustration. Negotiations are long-haul and compromise and agreement may often seem elusive.
5. Be politely assertive. Overcome fears of taking the floor to speak.
6. Build informal consensus by speaking to other delegations. This removes distrust.
7. Know the lingo, and use and effect of words.

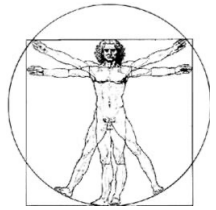
How to be a good negotiator



8. Be aware of negotiating tricks:

- unnecessary flattery
- suggestions that your issue is already covered under another agenda item
- subtle (and not so subtle) threats of hostage taking
- suggestions that your position may be inconsistent with positions of your group or colleagues

How to be a good negotiator



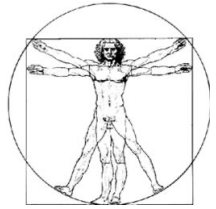
9. Seek common ground as far as possible. Assess wiggle room of negotiating partners. This can be revealed through use of certain words:

“ We are open to consideration of.... ”

“ We look forward to discussing (or exploring) this issue in more detail ”

“We recognise the importance of this issue to XXX”

How to be a good negotiator



10. Assess the positive aspects of the discussion and use it to accentuate your position.
11. Don't succumb to pressure to compromise.
12. Know your bottom line and know when is the right time to begin discussions on trade-offs.
13. Ensure your views are recorded even if bracketed
14. Be aware of all the discussions on your issue - contact groups, informal informal, friends of the chair, etc. and be involved in all. This requires stamina, and be prepared for the long haul.
15. Try to follow the issues beyond the meeting (if applicable).