

# DIPLOMATIC NEGOTIATION

## DEFINITION

TWO OR MORE ENTITIES – WITH PUBLIC JURIDICAL PERSONALITY - TRY TO MAKE THEIR INTERESTS COMPATIBLE AND, IF POSSIBLE, EVEN COMPLEMENTARY

## ACTORS

STATES ( THROUGH DIPLOMATS, GOVERNMENT EXPERTS, POLITICIANS)

INTERNATIONAL ORGANIZATIONS ( INTERNATIONAL OFFICERS)

## CONTENTS

TRADITIONAL/CLASSICAL (POLITICAL, ECONOMIC, CONSULAR, CULTURAL)

EMERGING (DEVELOPMENT, ENVIRONMENT, HUMAN RIGHTS, CRIME, TERRORISM, PANDEMIC...)

## TYPES

UNA TANTUM/AD HOC OR PERIODICAL

LONG OR SHORT

BILATERAL= TWO ACTORS - STANDARD PROCESS

MULTILATERAL = MORE THAN THREE ACTORS ( MINILATERAL BETWEEN THREE AND TEN)

AMONG INFORMAL GROUP OF STATES

INSIDE INTERNATIONAL ORGANIZATIONS

PECULIARITY OF THE EUROPEAN UNION

# INTEGRATIVE NEGOTIATION (INTEREST- BASED)

INTEGRATIVE / COOPERATIVE

WIN – WIN

NEGOTIATION ON THE MERITS

## WHICH MEANS IN PRACTICAL TERMS:

-SEPARATE THE PEOPLE FROM THE PROBLEM (HARD ON THE MERITS BUT SOFT ON THE PEOPLE)

-FOCUS ON INTERESTS, NOT POSITIONS

-INVENT MULTIPLE OPTIONS, LOOKING FOR MUTUAL GAINS

-INSIST ON OBJECTIVE STANDARDS / CRITERIA

+ -

## DISTRIBUTIVE NEGOTIATION

### (POSITION BASED)

COMPETITIVE / CONFLICTUAL

WIN – LOSE

UNDER ZERO- SUM CONDITIONS

ADVERSARIES, NOT PARTNERS

EACH SIDE TAKE A POSITION, ARGUE FOR IT, AND MAKE  
CONCESSIONS TO REACH A COMPROMISE

### PROBLEMS

-INEFFICIENT

-ENDANGERS RELATIONSHIP

-IF MULTILATERAL EVEN WORSE

-SOFT POSITIONAL BARGAINING LOOSE TO HARD POSITIONAL  
BARGAINING

# FORMATS

FORMAL / INFORMAL

OPEN-ENDED / RESTRICTED

PUBLIC / CLOSE

# TOOLS

DRAFTS (TEXT-BASED NEGOTIATIONS)

WORKING PAPERS / NON PAPERS

MEMO(RANDA) = FACTUAL INFORMATION

LETTERS ( TO EXPLAIN POSITIONS)

PRESS RELEASES

VIDEOS / FILMS

POINT OF ORDER = INTERVENTION OUT OF THE SPEAKER LIST

AGREEMENTS (TREATY, PROTOCOL, CONVENTION, PACT, PROCES VERBAL, MEMORANDUM OF UNDERSTANDING=MOU)

## SKILLS

- PERFECT KNOWLEDGE OF THE DOSSIER
- CREATIVITY
- CLEAR PRIORITIES ( INCLUDING TO KEEP IN MIND THE BEST ALTERNATIVE TO A NEGOTIATED AGREEMENT-BATNA)
- EMPATHY (PUT YOURSELF IN THEIR SHOES)
- FLEXIBILITY / ABILITY TO IMPROVISE/ PRAGMATISM
- LEADERSHIP
- MASTERING OF LANGUAGES
- ABILITY TO EXPLOIT COMPARATIVE ADVANTAGES OF - YOUR COUNTRY
- TO BE CONCISE
- GOOD SENSE OF TIMING
- SENSE OF HUMOUR
- CARING ABOUT THE FOLLOW\_UP
- ASSESS CORRECTLY YOUR ENERGY
- CONTROL YOUR ENTHOUSIASM

# TACTICS

PACKAGING ( NOTHING AGREED UNTIL ALL IS AGREED)

INTER ALIA / AMONG OTHER THINGS

CONSTRUCTIVE AMBIGUITY

AGREED LANGUAGE

AVOID RED LINES

PAUSE / SILENCE

AUCTION ( PUT COUNTERPARTS AGAINST ONE ANOTHER)

BRINKMANSHIP

BOGEY ( PRETEND THAT AN ISSUE OF LITTLE  
IMPORTANCE IS VERY IMPORTANT)

**CALLING A HIGHER AUTHORITY**

**CHICKEN**

**DEFENCE IN DEPTH**

**DEADLINES**

**FLINCH**

**GOOD GUY / BAD GUY**

**HIGHBALL/LOWBALL**

**THE NIBBLE**

**SNOW JOB**

**MIRRORING**

**BODY LANGUAGE**

**ANCHORING**



**USE OF A TEAM ( REDUCES THE AMOUNT OF BLUNDER)**

*FACE-SAVING*

*INCREASED ADOPTION*

**CHECKLIST FOR  
A PERFECT NEGOTIATION**

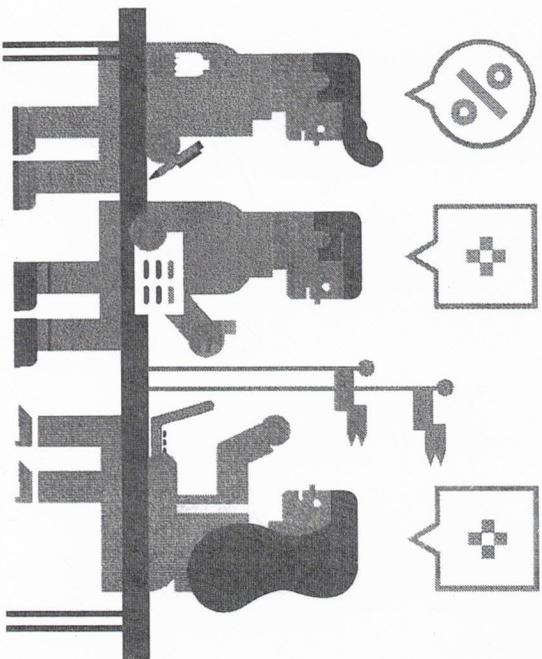
- Enough light (ideally natural) >
- Enough space >
- Good temperature >
- Water and snacks >
- Schedule plenty of breaks

**Preparation**

- Understand the other party's needs and circumstances >
- Decide our own limits and guess theirs >
- Be prepared with a potential proposal (the offer and how to phrase it) >
- Prepare possible questions and answers to the other side's questions

**Room settings and logistics**

- Active listening >
- Use of empathy >
- Assertive behavior >
- When closing, verify that other party is satisfied with the agreement >
- Verify that the agreement fulfills your needs



**Etiquette**

- Verify dress code >
- Smile >
- Confirm time and schedule >
- Greetings: shaking hands if culturally appropriate

**Performance and outcome**