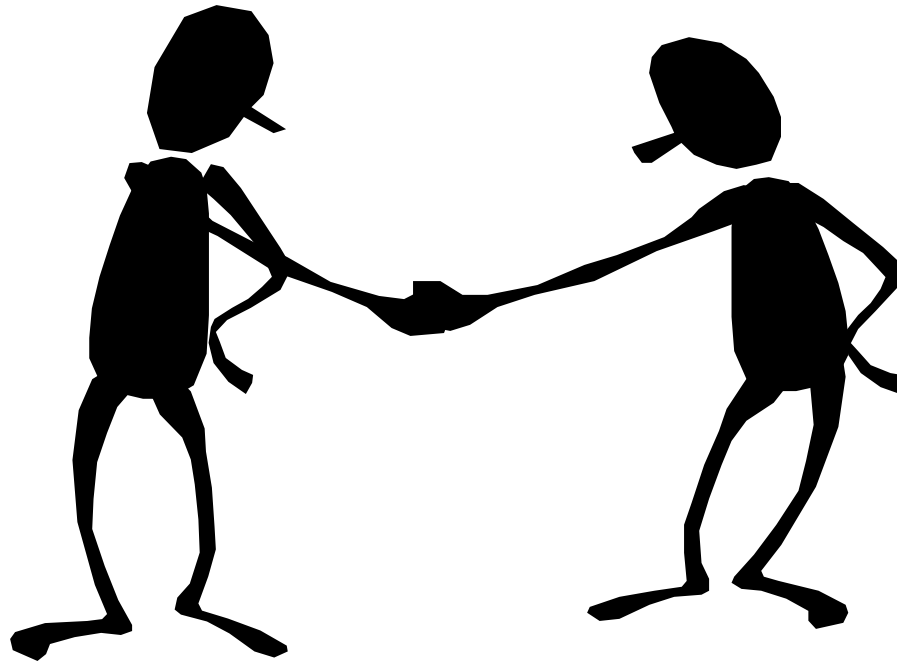


# INTERNATIONAL NEGOTIATIONS



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# Negotiations Generally ...

## Who is a Negotiator?

- Any person with interests, knowledge or stakes in the subject matter under consideration.

## Why Negotiate?

- To resolve issues
- To appreciate and allow mutual existence of interests.
- To reconcile intergenerational conflicts.



# Negotiating on behalf of your country

**I. Regional Negotiations**

**2. Bilateral Negotiations**

**3. Multilateral Negotiations**

# Regional Negotiations

- **Eg Negotiations for formation of a Customs Union, Common Market etc**
- **eg to form COMESA, SADC, EAC, Tripartite FTA, etc**
- **Whatever you agree to as the negotiators binds your respective countries.**

# Bilateral Negotiations

- **Negotiating between two countries or two trading blocs**
- **Eg Angola and China on the production and purchase of oil from Angola**
- **Eg EPAs between ESA and the EU, a BIT between Kenya and UK.**

# Multilateral Trade Negotiations

- **Negotiations at the WTO Level**
- **Member countries are represented by their ambassadors or diplomats.**
- **Eg Uruguay round negotiations that established the WTO, the current Doha negotiations, etc.**



# **Key things to Note:**

**1. Preparation**

**2. Technique**

**3. Actual Negotiation**

**4. Desired Outcome**

# Preparation

- **As a country, you should have your country's position clearly prepared.**
- **Consultations at home.**
- **Followed by Political backing/mandate.**



# Consultations

- **Consulting key stake holders**
- **Technical subjects – subject matter consultation**
- **Ensure stakeholders are adequately represented on your negotiating team.**

- **Conducting relevant studies**
- **Literature Review where necessary**
- **Benchmarking international and best practices**

# Negotiating Technique

Try to see that it is your text that is used as a basis for negotiations – USA BITs, EU in EPAs, Uganda in EAC CM Negotiations.

Know your negotiating partner;

- How powerful are they compared to you?
- How desperate are they to come to agreement?
- What are their key interests in the negotiations?
- How much political power do they yield? (Calling reps. back home)

# Negotiating Technique ... 2

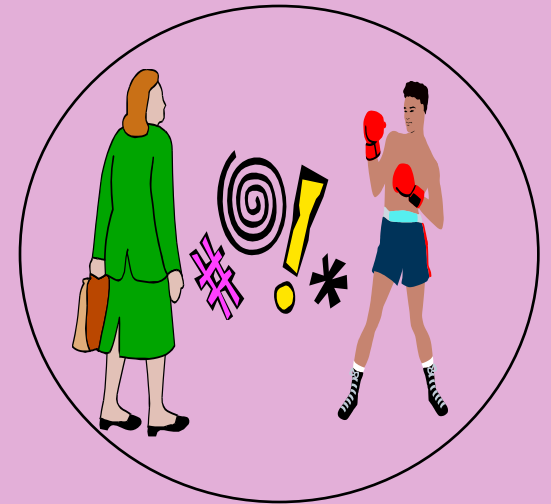
**Which personalities are you negotiating with?**

**Can you intimidate them?**

**Uk and Zimbabwe**

**Are they going to intimidate you? TZ in EAC CM.**

**How much information can you get from them so as to know their positions? Befriend them?**



# Negotiating Technique ... 3

**Can you woo your negotiating Partners over during a sumptuous lunch/ dinner? China presents**



**Can you drag negotiations till its late in the night and they are tired? USA**

**How many people are on your team at a given time? How competent are they?**

# Actual Negotiations

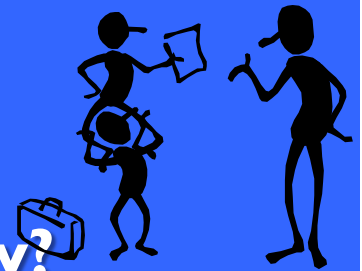
## I. Appearance – Do you look the part?



# Actual Negotiations ...

## 2. Are you organized?

- Do you have your proposals ready?
- Do you know exactly what you want from your negotiating partners?
- Can you defend your proposals?
- What concessions are you ready to give?



# Teamwork

- **Are you a winning team?**
- **or are you sabotaging each other?**
- **Is there mutual respect?**



# Actual Negotiations ...

## 3. Negotiating Style

- **Do you intend to be assertive or adamant on certain points?**
- **Are you going to give a lot of information?**
- **Are you going to seek to persuade by “pushing” your negotiating partner?**
- **Do you want to recess at intervals?**

# Desired Outcomes

- **Win Win situation**
- **Best outcome - where there has been collaboration between the trading partners and at the end, the best deal is achieved for all parties involved.**

# THE END

