

RiMUN2011

Lesson II
Negotiating



**RADBOUD INTERNATIONAL
MODEL UNITED NATIONS
CONFERENCE**



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LESSON II: NEGOTIATING

Lesson two in our RiMUN Delegate Series will focus on Effective Negotiation Techniques.

What is the goal of effective negotiating?

The goal of a delegate is not necessarily to 'win' every argument or always to be the most 'dominant' character in a group situation; Ultimately, you want your country's position represented in a resolution that is as widely supported as possible. To do this will require smart tactics; over dominance and an obsession with winning every little argument will prove fruitless – remember to move away from positions and focus on common goals and interests.

How does a delegate do that exactly?

A balance must be struck between being a *bridge-builder* between different groups in-committee and being a *dominant-player* within one particular group: the balance represents the need to engage as many people in the committee as possible to gain support while ensuring your ideas are being represented in a resolution that is being written (preferably by you). Also, a balance must be struck between being *bold and confident* with being *personal and engaging*: the degree to which you use these approaches is dependent on two variables:

Personality of Other Delegates: adapt your style to deal with the type of person you are speaking with – unconfident delegates will fear an overly domineering approach and will need to have ideas explained in a clear manner; confident, switched-on delegates may enter discussion at a higher level and demand more substantively.

Size of the Committee: in a smaller committee you cannot afford to alienate many people so a more personal and less-imposing approach is necessary; in a bigger committee you can afford to lose support from a few people given the large number involved, so a bolder, domineering approach can be in order more often.

That sounds exhausting. How do I keep that up all weekend?

Never give up! There may be moments of alienation and isolation – it is at these times that you have to find the mental strength to pick yourself up and keep going! Use all your skills to influence things: big speeches in debate, moderated caucuses to direct debate, notes to gain allies, and all your negotiation skills in un-moderated caucuses.

How do I organize and influence people?

The most appropriate time to do this is during unmoderated caucuses. It is important therefore to be prepared before they start. Before the unmoderated caucus begins, there are several things you can do:

Map the Debate: mapping the debate will allow you to find out who agrees with your position. This will speed up finding like-minded delegates during un-moderated caucuses that follow.

Power of Notes: notes are useful in three respects:

I *Alliance-building*: you can complement good speeches by specific countries that share your views and arrange to speak with them during unmoderated caucuses; this will allow you to build alliances quicker.

II *Knowledge-building*: you can find out the views of countries that you feel may be important to your position.

III *Amendment-writing*: you can begin to draft ideas for amendments with other delegates using notes.

During the un-moderated caucus, the most useful aim to have is to find like-minded delegates (most likely, though not always, from the same geographical bloc) and to form a powerful alliance. Once this has begun to be cemented, bridge-building should be easier as you will be negotiating from a position of relative power.

How should I act during the un-moderated caucus?

Breaking into a group: the following tactics are useful for breaking into a group that has already formed during unmoderated caucus:

I *Confidence*: be confident in approaching a group – remember, everyone has only come to discuss things so being intrusive and asking what people are talking about is quite a natural thing to do; do not be afraid to tap people on the shoulder and really go for it!

II *Personal 'Softly-Softly' Approach*: if a large group has formed, the person running it will not be able to engage everyone at once; therefore, pick off some of the unengaged people on the edge and begin to form a separate discussion group.

III *Big Player Approach*: alternatively, identify the big players in the group and literally stand near or next to them; people may begin to associate you in the same light and naturally you could be included in the discussion – especially if you are confident and ensure you do in fact get noticed by simply beginning to speak!

Be Chair: one tactic for managing people during unmoderated caucus is to try and act as a 'chair' figure during unmoderated caucus. Begin the discussion within the group focusing on a specific issue and get everyone's opinion on the issue. This way you will be engaging everyone and look like a dominant figure – notice how you can try and summarize what each delegate says after they have spoken to reinforce your role as 'chair'.

Lists: one tactic can be to pick off a lot of delegates individually or in smaller groups and get their opinions on a specific issue or set of issues. This is advantageous for several reasons:

I *Power*: if you accumulate knowledge about which nations are in support of specific action-plans, you can approach big groups (possibly some which are writing resolutions) from a position of power (because you know that you can effectively represent the views of 15 delegates rather than just your own): people are more likely to accept your ideas if they know that the support of 15 delegates comes as a package with the ideas you are presenting.

II *Speeches*: you can also give the "I've been listening" speech in formal debate, where you can explain the knowledge of the consensus on specific issues that you found during the unmoderated caucus.

Hardcore Position Bargainers: if you come across a delegate who will not move from his position and is extremely rigid, several tactics are open to you:

I *Win-Win*: try an 'everyone can win' approach.

II *Common Sense*: try and out-argue the delegate with common-sense arguments. Remember: the best arguments are those that make common sense so that to go against them makes the other delegate look unintelligent and counter-intuitive.

III *Isolate*: if the delegate is over-bearing and ultimately unhelpful, you should probably move on and try and engage more open-minded delegates. Try not to waste your time with overly-rigid delegates unless they hold particular status within the committees (because they represent a key nation) or you are in a small committee (in which case you cannot afford to isolate anyone).

IV *Appeasement*: as a last resort where necessary, try and appease the delegate by accepting one of his ideas unaltered, but try to use this as a starting point for future co-operative negotiations.