



# ATELIER POUR L'AMÉLIORATION DES CAPACITÉS DES POINTS FOCaux NATIONAUX DE LA CMS POUR SE PRÉPARER ET NEGOCIER EFFICACEMENT PENDANT LA 10ÈME CdP DE LA CMS

*Le thème de la CdP "Créer des réseaux pour la conservation des espèces  
migratrices"*

Entebbe, Ouganda, 26-28 Octobre 2011



UNEP



AEWA



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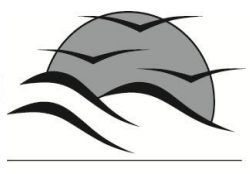
# RÉSEAUTAGE







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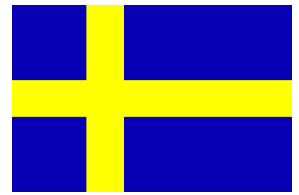
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# **PRESENTATION DES PARTICIPANTS ET ATTENTES**

**NOM ET PRÉNOM:**

**VOTRE INSTITUTION:**

**TRAVAIL: QUE FAITES-VOUS?**

- **PASSES-TEMPS**

- **01/02 ATTENTES CLES À METTRE DANS DEUX CARTES META DIFFERENTES:**

- **ETES-VOUS EN CONTACT REGULIER AVEC CMS/AEWA?**

**TOUTE AUTRE INFORMATION PERTINENTE À PARTAGER**



## OBJECTIFS DE L'ATELIER

Le besoin d'améliorer les capacités des négociateurs points focaux nationaux de la CMS et l'AEWA venus des pays africains; c'est pour ce besoin qu'on saisira cette occasion. . . .!

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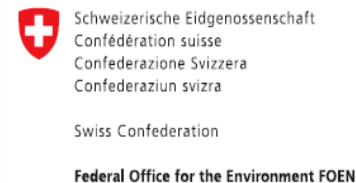
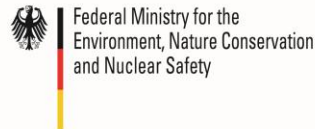
## Objectifs spécifiques

Permettre aux participants de se préparer, discuter les questions communes et peut être se convenir sur les positions communes afin de négocier efficacement pendant la 10ème CdP de la CMS

Se connaître afin de mieux se préparer pour les événements à venir (CdP-RdP) qui se tiendront du 20 au 25 novembre 2011 à Bergen, Norvège et la 5ème RdP de l'AEWA prévu en mai 2012 à La Rochelle, France

Équiper les participants avec la connaissance, les outils et compétences et comment intégrer tous ceux-ci dans la mise en œuvre des conventions

Renforcer la capacité des points focaux, y compris la capacité d'intégrer les techniques de négociation dans des différentes approches à la convention;





## Aperçu de l'atelier

Présentation des participants et des personnes-ressources/experts

- Objectifs, aperçu et résultats attendus
- Les attentes des participants

### APERÇU DES QUESTIONS DE LA 10ÈME CdP DE LA CMS

- Vue d'ensemble de la CMS et ses structures relatives à la 10ème CdP: *Sofia CHAICHEE*
- Bref présentation des questions d'intérêt général pour l'Afrique et des résultats attendus de la 10ème CdP de la CMS: *Francisco RILLA*,



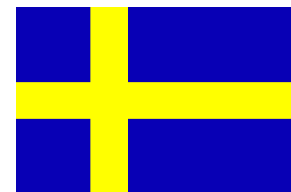
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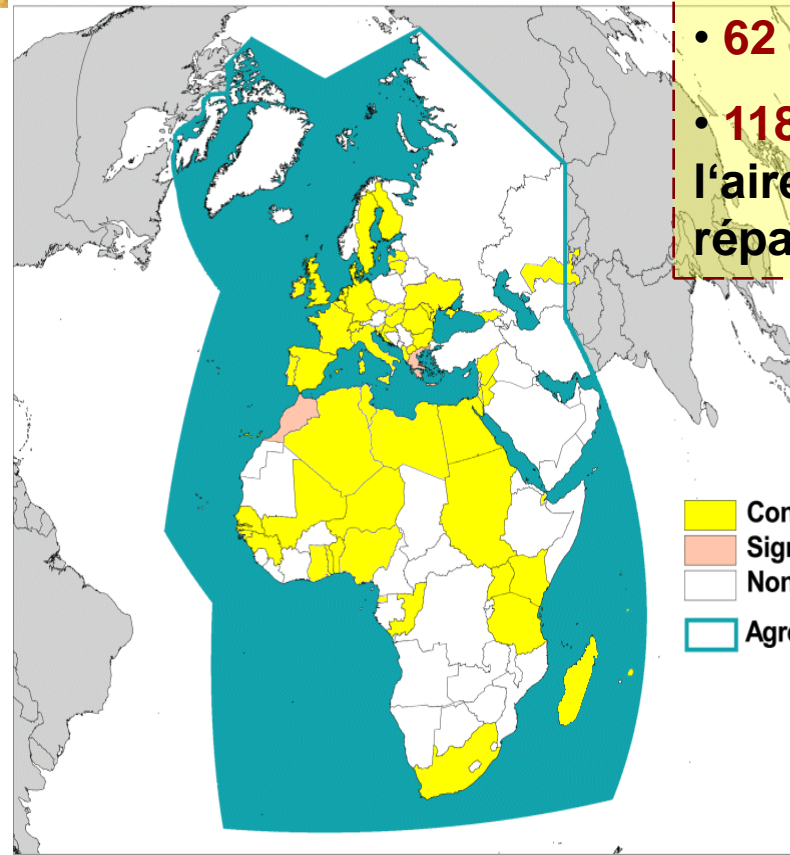




# APERÇU DES QUESTIONS DE L'AEWA & DE LA 5ÈME RdP DE L'AEWA:

*Evelyn Moloko,*

- Structure et opération
- Les activités de l'AEWA pertinentes pour l'Afrique pendant la dernière période triennale
- Points de discussion attendus/prise de décision à la RdP5 beaucoup plus pertinente pour l'Afrique



- **62 Parties\***
- **118 États de répartition +EC**

- Contracting Parties
- Signatory Parties
- Non-Contracting Parties
- Agreement Area



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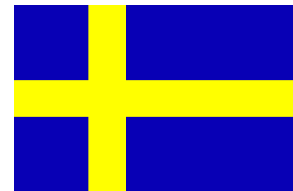
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## EFFECTIVE NATIONAL PREPARATION AND PLANNING FOR NEGOTIATIONS: *Elizabeth Maruma*

*Mrema,*

This session will cover the basic steps in preparing for negotiations, including:

- Getting familiar with the CMS, its institutional structure, previous decisions, prior national position if any, etc.;
- Reading the meeting's background documents;
- Identifying key issues (both those that are likely to create controversies and those of priority for the country);
- Itemizing and prioritizing issues and formulating positions based on priorities;
- Developing the national position on an issue, through coordination and consultation among relevant ministries and with stakeholders, including Parliament, the private sector, NGOs, local communities, academia, etc.;
- Choosing negotiation strategy and defining options;
- Selecting the delegation, including identifying lead negotiator;
- Getting to know the various players/coordinating with countries with similar interests; Preparing negotiation checklist and delegate's brief



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## INTRODUCTION TO SIMULATION EXERCISE AND PREPARING FOR NEGOTIATIONS:

*Elizabeth Maruma MREMA, UNEP/CMS & Abdoulaye NDIAYE, Wetland International*

- Participants will be briefed on the simulation exercise which will enable them to put into practice the theory of negotiations presented during the previous sessions;
- Participants will be allocated a country or organization and will be required to develop national or organization positions on a simulated exercise topic(s) or issue(s) to be selected from some of the agenda items for upcoming CMS COP 10;
- Participants will conduct informal consultations and caucus coordination geared towards coordinating positions on the simulated CMS issue(s) to be debated at COP 10;
- Participants will be expected to negotiate and draft a resolution and/or proposal elements to be considered in other resolutions for consideration and adopted by the simulated plenary.



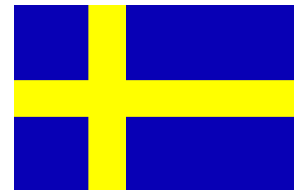
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## **National negotiation positions and strategies – Discussions by Participants, *Aboulaye Ndiaye***

- Development of national positions
- Africa's participation at international conference, eg., COPs

## **COP Proposals submitted by Parties on Migratory landbirds & Poisoning to Migratory Birds by *Birdlife International Representative***

- Conservation of migratory birds and their sites and livelihoods improvement of communities living adjacent or on these sites (eg. In North & West Africa) by *Birdlife International Representative*



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## **EFFECTIVE PARTICIPATION AND CONDUCTING NEGOTIATIONS: *Kamar Yousuf, UNEP***

This session will cover various issues to ensure effective participation in negotiations, with reference to COP 10 including:

- **Attributes of a good negotiator;**
- **Negotiating etiquette and role and effect of negotiating language;**
- **Strategies for negotiation, tactics and techniques;**
- **Negotiation processes: adversarial and problem-solving orientations;**
- **Making effective interventions;**
- **Identifying negotiating groups, caucuses;**
- **Making alliances to strengthen negotiating positions;**
- **Understanding power negotiation, lessons and advice for the perceived weak;**
- **Dealing with information uncertainty and power asymmetries;**
- **Understanding rules of procedures & decision making process;**



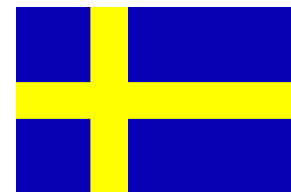
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**NATIONAL FOLLOW UP ON OUTCOME OF NEGOTIATIONS:** *Abdoulaye NDIAYE,*  
*Wetland International*

**This session will address activities to follow up on negotiations, including:**

- **Reporting on outcomes, including briefing relevant ministries/agencies;**
- **Evaluation of financial and human resources for implementation;**
- **Identification of responsibilities for follow up;**
- **National measures/plans to implement CMS and its COP 10 decisions, including options for clustering implementation of decisions of various related MEAs which touch upon same issue; and**
- **Consultations among countries between negotiating sessions**



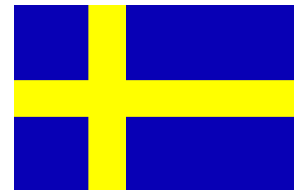
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### **SIMULATION EXERCISE # 1 NEGOTIATING**

#### **This session will include:**

**Simulated Plenary session:**

On the basis of the national and organization positions developed, participants will make *general opening statements* on the simulated agenda item.

### **SIMULATION EXERCISE # 2 NEGOTIATING**

#### **This session will include:**

**Simulated Committee of the Whole (COW):**

On the basis of the national and organization positions developed, participants will make *specific statements and proposals* related to the specific issues in and/or to be included in the draft resolution(s).

### **SIMULATION EXERCISE # 3 NEGOTIATING**

#### **This session will include:**

#### **Contact/Drafting Group:**

On the basis of general and specific statements made in Plenary, participants will enter into Contact Group/Drafting Group to negotiate and draft resolution(s) (not more than five) and elements to be considered in other proposals for consideration and adoption by Plenary.



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## **SIMULATION EXERCISE # 4 NEGOTIATING**

### **This session will include:**

- **Plenary simulation:** The session will debate, consider and adopt, maybe with amendments, the proposed draft resolution(s) and/or elements
- **Feedback and discussions on simulated negotiations carried out and consultations held**

Evaluation of the entire three days programme (theory and practical part) – Areas of improvements



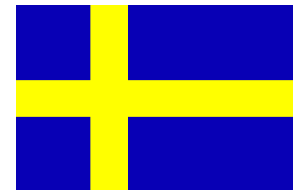
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## EXPECTED OUTCOMES: NOUS SOMMES DÉJÀ DANS LES HABITS DE COP/MOP

### LINKED TO THE EXPECTATIONS

1. BEING A GOOD NEGOTIATOR
2. BE WELL PREPARED TO PUSH AFRICAN NEEDS LINKED TO THE DRAFT RESOLUTIONS
3. STRONG NETWORK OF THE FOCAL POINT FROM NOW.
4. ....?!



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# Abdoulaye & Elizabeth 1.







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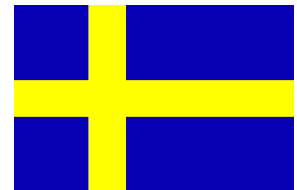
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- Participants will be briefed on the simulation exercise which will enable them to put into practice the theory of negotiations presented during the previous sessions;
- Participants will be allocated a country or organization and will be required to develop national or organization positions on a simulated exercise topic(s) or issue(s) to be selected from some of the agenda items for upcoming CMS COP 10;
- Participants will conduct informal consultations and caucus coordination geared towards coordinating positions on the simulated CMS issue(s) to be debated at COP 10;
- Participants will be expected to negotiate and draft a resolution and/or proposal elements to be considered in other resolutions for consideration and adopted by the simulated plenary.



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## Simulated Delegation either a Party or NGO or UN Agency Participant Country

- See list indicated
- Participants will be briefed on the simulation exercise which will enable them to put into practice the theory of negotiations presented during the previous sessions;
- Topic(s) or issue(s) to be selected from some of the agenda items for upcoming CMS COP 10.
- Draft a resolution and/or proposal elements to be considered in other resolutions for consideration and adopted by the simulated plenary.



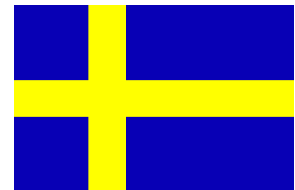
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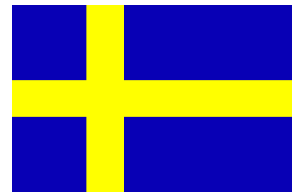
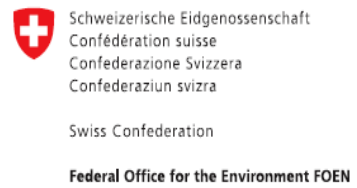
Abdoulaye 2.





# National negotiation positions and strategies – Discussions by Participants, *Aboulaye Ndiaye* | *Wetland International*

- 
- Development of national positions
- Africa's participation at international conference, eg., COPs





ARE WE READY FOR THE UPCOMING CMS COP 10/MOP5?

LESSON LEARNT FROM THE PREVIOUS MEETINGS ?

WERE WE ACTIVE? WHICH KEY ROLES DID WE PLAY?

HOW MANY WERE PRSENT IN THE LAST EVENTS ?

WHAT WERE THE KEY CHALLENGES



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- **Negotiation: what does mean?**
- **Discussion:**
- **Budget**
- **The Chair of the Standing Committee referred to document 'Rules of Procedure' and proposed reviewing it page by page.**



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*Means: we can't work late hours*

*One delegate/country, no possibilities for rotation during the "extra work"*

*Contact groups/drafting groups/ no volunteers sometime, it requires some sacrifice, need real commitment*

*Our region is not contributing to the budget or delay of payment, home work once back to the country*

*No skills in budgets and finances*

*Not always prepared people to participate "keep changing"*

*Documents of conferences not read or known in advance*

**Language barrier not really an excuse?!**

## What are our limitations ?



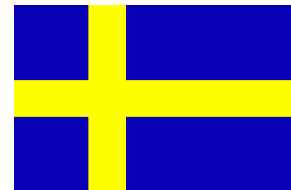
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*Organize ourselves (regional group/ sub-regional groups/  
Be accommodated to the conference hotel to be sure to follow  
the evening discussions or provide means for transport and  
other logistics eventually*

*Regular meetings of the groups to prepare and follow up the  
agenda items and deliberations*

*Lobbying and advocacy: use the events (cocktail, evening  
dinners, coffee breaks, field trips...)*

*Over come the administration constrains to pay the convention  
due*

***Group leader to be designated as soon as the first  
regional meeting is held***

**How to come up with those  
limitations ?**



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**Examples during similar meetings**

*- Ramsar COP6 in Brisbane Australia ( fish used as a specific criteria for Ramsar site: position of Iceland not in favor*

*- African region to host the Ramsar COP9 , Valencia Spain ; Romania was competing EU helped via "Lobbying "Maybe!!!*

*- AEWA working group on finance and administration issues*

*- I am sure you can give similar examples in other conferences where you are involved*

**Let us take two from you ■**



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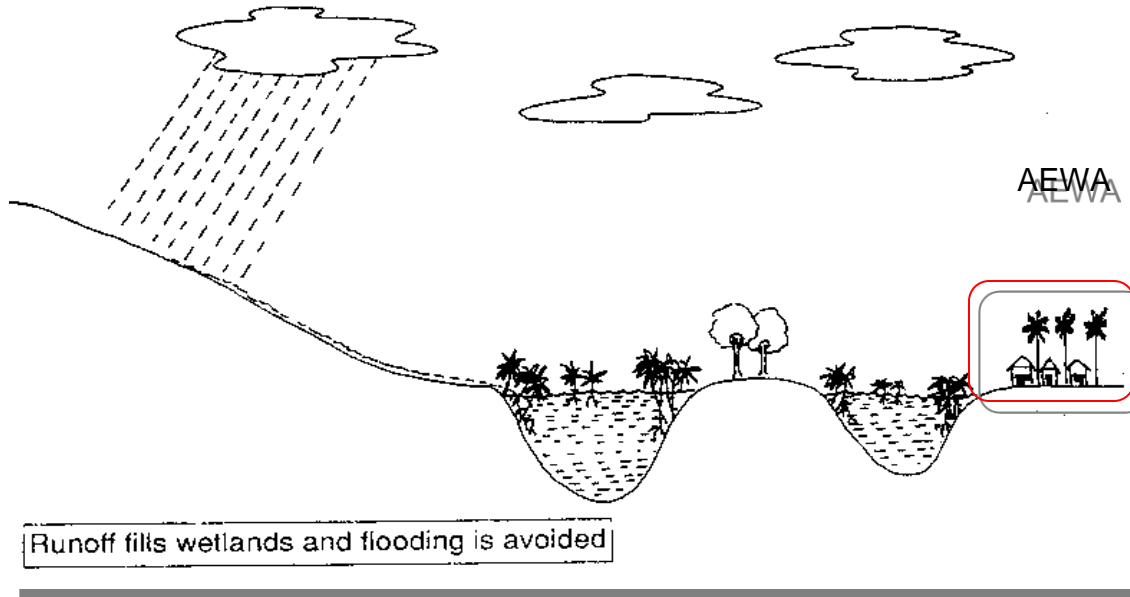
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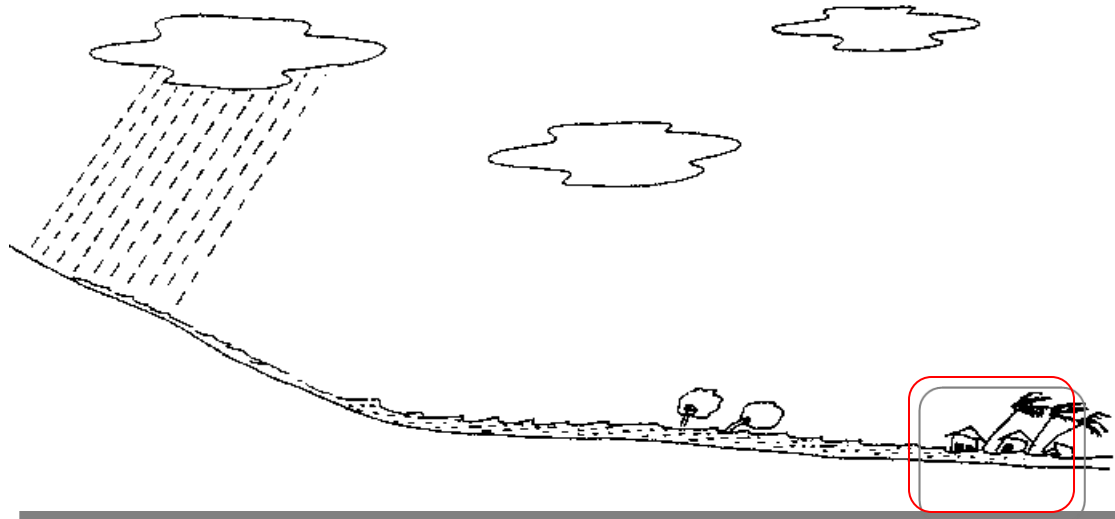
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**Our Agreement if  
the Africans are  
actively part  
during the whole  
processes**



**The opposite means  
lose efficiency of our  
agreement or very  
weak country opinion  
leaders are convince:**



**Build trust take  
time again**

Let us try for the MOP4 and Quick Off  
And thanks for your attention

