



# **2021 NSW NEGOTIATIONS DELEGATE HANDBOOK**

# **ACKNOWLEDGEMENT OF COUNTRY**

UN Youth Australia acknowledges Aboriginal and Torres Strait Islander peoples as Australia's First People and Traditional Custodians of the land where we operate.

We recognise the continuing connection to country - land, waters and culture - and recognise their strength, resilience, and capacity in this land.

We pay our respect to the Elders both past and present, and extend that respect to all Aboriginal and Torres Strait Islander peoples across Australia.

UN Youth Australia reaffirms the United Nations Declaration on the Rights of Indigenous Peoples, and draws attention to Article 31:

“Indigenous peoples have the right to maintain, control, protect and develop their cultural heritage, traditional knowledge and traditional cultural expressions, as well as the manifestations of their...literatures, designs...visual and performing arts.”

## WHO ARE WE?



UN Youth NSW is the New South Wales division of UN Youth Australia, a national not-for-profit organisation which is entirely run for and by volunteers aged under 25.

UN Youth Australia is also an affiliate member of the United Nations Association of Australia, a member of the World Federation of United Nations Associations.

UN Youth NSW endeavours to expand knowledge of human rights, global politics, international issues and political processes.

As one of the largest youth-led charities in Australia, we run several programs and events which provide young people with the opportunity to engage with important issues and voice their thoughts and opinions.

For more information about us, you can visit our website [here](#).

# from the convenor



Hey everyone,

My name is Andy and I'm your Convenor for the 2021 Negotiations Competition!

As someone who actively participated in UN Youth events, I can assure you that they are up there with the best experiences you'll have in high school.

The Negotiations Competition is one of such events and will be an extremely rewarding and exciting experience!

As is the case for all the activities that UN Youth runs, the focus will be on global issues and your ability to communicate and meaningfully engage with the content.

Whether you're a first time delegate, a delegate who's loved the Evatt competition or just a student who's curious about what all this UN Youth business is about – Negotiations is the competition for you!

In this competition, we're not looking for exceptional public speaking skills, nor are we looking for great debaters.

If you like the sound of thinking strategically, exploring global issues hands-on or just pairing up with your friend and pretending to represent a country, we've got you covered and can assure you that you'll have a great time.

Schoolwork can often be suffocating and involving yourself in these activities will only enrich your time in highschool. I promise!

Even if you don't progress far in this competition, there's always next year and in the end the experience is what'll be worth it.

See you all in July!

Andy Park  
2021 Negotiations Convenor

# ABOUT NEGOTIATIONS

The Negotiations Competition consists of two teams of two students representing assigned countries in negotiations over a dispute.

Students will act as delegates working to reach a mutually beneficial solution to the conflict, whilst also aiming to fulfill the interests of their government.

Delegates will be judged in their performance according to the criteria outlined later in this document.

Approximately 2 weeks prior to the event, delegates will receive their country allocations as well as details on the first two negotiation topics for the two preliminary rounds.

This will be accompanied by workshop documents to help explain further details of the competition.

Delegates should use the time leading up to their rounds to research their topic and plan their strategy for the negotiations.

# HOW WILL THE COMPETITION RUN?

Delegates will begin competing in two preliminary rounds, selected from eight sessions held on Tuesdays, Thursdays, Saturdays and Sundays.

After this, the four teams progressing to the semi-finals will be announced. Teams progressing to this stage will be presented with information regarding the topics at this point.

The grand-finals will be held the next week, with two teams, after which a winning team will emerge. On the following Monday, our formal Award Ceremony will be held, along with a speaker panel featuring fantastic leaders in the negotiation field who will present to all delegates, to deepen their understanding of the role that negotiation plays in the global system.

## STRUCTURE

### **Prelims:**

27 July - 8 August

### **[Prelims Round 1]**

Session 1: Tue 27/7 5-7pm  
Session 2: Wed 28/7 5-7pm  
Session 3: Sat 31/7 5-7pm  
Session 4: Sun 1/8 5-7pm

### **[Prelims Round 2]**

Session 5: Tues 3/8 5-7pm  
Session 6: Wed 4/8 5-7pm  
Session 7: Sat 7/8 5-7pm  
Session 8: Sun 8/8 5-7pm

### **Semi Finals:**

3 September

### **Grand Finals:**

13 September

# NEGOTIATIONS, ONLINE!

Due to the recent global COVID-19 pandemic, the preliminary rounds of Negotiations will run entirely online via the video conferencing platform Zoom.

We ask that each team member be present on a separate Zoom call. To communicate during the Negotiation, members of a team should utilise the Zoom chat function.

The structure of Negotiations will however remain the same; there will be two teams of two delegates competing and at least one facilitator to judge each meeting. Fortunately, we are happy to announce that the semis and final will run in person!

## HOW TO **Zoom** THROUGH NEGOTIATIONS:

1. Prior to the competition, please set up a Zoom account. To do so, open [zoom.us](https://zoom.us) on your Mac or PC and go to the Zoom website to create or manage an account. Please ensure that your full name is linked to the account for identification purposes.
2. On the date allocated to you, 30 minutes prior to your timeslot, a unique Zoom meeting link will be emailed to you by the Negotiations Organising Committee. At least 5 minutes earlier than the start of your round, please join the meeting by clicking the meeting link.
3. While waiting for the meeting to start, please test your speaker and microphone, and check that you are able to hear audio clearly. If you have any problems, please contact the Negotiations point of contact who emailed you the meeting link, whether that be the Convenor or Organising Committee member.
4. At 5pm, Negotiations will commence! Please make sure that your video is on, and your microphone is muted unless your team is speaking or asking questions, to reduce background noise. At the start of the round, your judges will provide you with their contact details; in the event of any technical difficulties, you may contact them.

# ROUND STRUCTURE

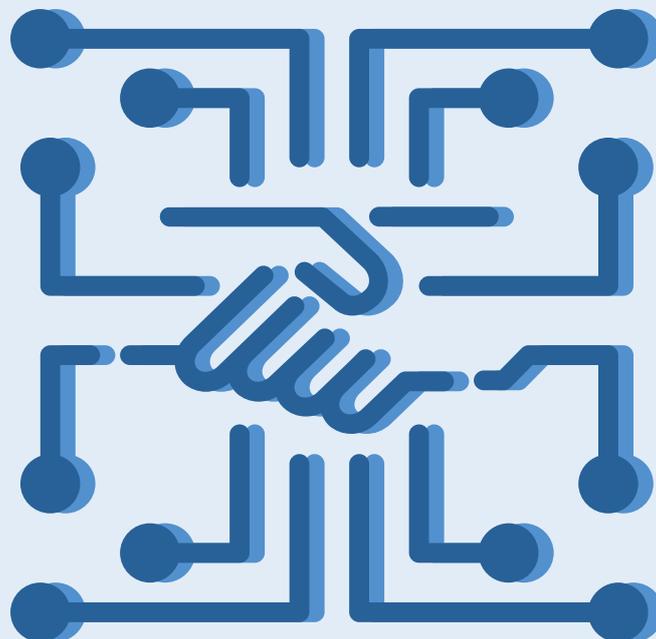
The Negotiation Competition will be centered around the practice of interest-based negotiation, which differs from 'conventional' position-based negotiation in its focus on the base 'interests' of the parties involved, instead of specific demands which can prove barriers to the negotiation process.

There are 6 steps in interest-based negotiation:

- 1) Opening Statements
- 2) Interests
- 3) Option Generation
- 4) Option Evaluation
- 5) Tentative Conclusion
- 6) Reflection

During all times at the negotiation teams should be courteous, respectful, aim to find a mutually beneficial outcome and maintain a good relationship with the other team.

The main section of the negotiation will take 50 minutes, after which there is a 10 minute break for self-analysis, then a 10 minute reflection discussion with the judge.



# LET'S BREAK THAT DOWN...

## 1) Opening Statements

During this part of the negotiation, teams give a summary of the facts of the dispute from their nations' perspective.

- Teams clarify any facts or parts of the dispute that are unclear.
- This period is also used by the teams to frame the situation in a way that is beneficial for their nation, and appeal to the other team's emotions.
- Teams may also choose whether or not to reveal confidential information, depending on their strategy.

## 2) Interests

Interests are the underlying reasons that fuel the nation's desired outcome. This section of the negotiation is used to lay out the fundamental desires of each nation in the negotiation.

- These interests are not specific demands (such as 'A withdrawal of troops from the disputed border'), but general desires from the situation (such as 'A demilitarised situation').
- Specific demands to satisfy these interests will be discussed in a later section of the negotiation. Both sides will lay out their interests in a way that ensures clarity for both teams.
- Teams should also ask questions about their respective positions and key interests to ensure mutual understanding.

### Questions:

Questions are important for ensuring that both teams are aware of the positions of the other and the key issues of the negotiation. Teams should also ask questions about their respective positions and key interests to ensure mutual understanding.

## 3) Option Generation

This section of the negotiation involves the proposal by both teams of plans of action to satisfy their interests. During this portion, all options should be brainstormed by both sides WITHOUT commenting on or evaluating them. Evaluation occurs in a later stage of the negotiation.

# LET'S BREAK THAT DOWN...

## **4) Option Evaluation**

At this stage, the merits of each option will be evaluated by the teams. It is important to keep in mind the interests set in the second stage, as well as your nation's confidential interests, while evaluating.

## **5) Tentative Conclusion**

This stage involves reaching a mutual agreement over the options discussed. You may then agree and reach a settlement on the issue. However, you may not always reach an agreement, and you shouldn't rush without consideration to reach one. Instead, teams may sum up what has occurred in the negotiation previously, and Set points to be discussed in a hypothetical following negotiation.

## **6) Reflection**

At the conclusion of the negotiation, each team will be given a set of Reflection Questions. They should prepare to be asked impromptu Reflection Questions as well.

Each team will be transferred to new, separate breakout rooms where they will spend 10 minutes to reflect on their own performance in the negotiation.

Teams should reflect on their: Teamwork, Preparation, Strategy. After 10 minutes has passed, both teams will be returned back to the main room. The judge will perform a coin flip to decide which team will carry out their Reflection first. The teams will then be returned to their breakout rooms and the judge will join the chosen team's breakout room to conduct the reflection.

After their reflection with the judge is complete, the judge will move to the second breakout room. When the second reflection is complete, all teams will be brought back to the main room for the teams to thank each other and to allow the judge to give any comments. After this, all participants may click the Leave Meeting button to exit the Negotiation.

# POSITION VS INTEREST-BASED?

**What even is the difference between position and interest-based negotiation?**

## **Position-based Negotiation**

Most people are more familiar with position-based negotiation, as it tends to be how a majority of arguments and disputes are handled in daily life.

In position-based negotiation, the two (or more) sides enter the negotiation with opposing specific positions on what they want to get out of the negotiation. In this situation, the debate often gets very heated, as both sides are looking for victory in the argument, and neither side wants to back down on their position.

Often, the outcomes of these positional negotiations are either compromises that don't satisfy either party, straining their relationship, or a lack of an outcome at all, prolonging or even exacerbating the problem.

## **Interest-based Negotiation**

Interest-based negotiation, in comparison, is a style of negotiation that focuses on the underlying interests, desires or fears of the two sides. It is the form of negotiation we are looking for teams to use in The Negotiations Competition.

Instead of entering the negotiation as enemies who will attempt to undermine each other to 'win', interest-based negotiators are more like collaborators working together to solve the problem. They will make clear what their underlying interests and needs are, and they will be the goals they work to satisfy when proposing solutions and evaluating them.

As such, they are likely to find solutions which satisfy both side's underlying interests, while also maintaining a cordial relationship that can continue into the future.

# JUDGING CRITERIA



## Teamwork

The recognition and complementing of skills, as well as harmony of action, by both members during the negotiation. How well does the team function as a unit, complementing each others' skills and clearly working towards the same objective?

## Strategy & Adaptability

The clarity of a sophisticated and effective strategy, as well as the ability of the team to adapt their strategy to changes in the negotiation situation.

Does the team show a clear vision of their strategy for the negotiation, acting consistently during the negotiation? Are they able to change this strategy quickly and effectively when necessary?

## Preparation

The depth of knowledge shown of the negotiation process, the dispute, and their respective nation. Does the team illustrate their preparation for the negotiation in a meaningful, negotiation-shaping way?

## Outcome

The level to which the team satisfies the nation's interests and resolves all issues. Has the team fulfilled their stated and confidential goals, and ensured the other side's issues have also been resolved?

## Self-Analysis Level

The clarity and depth of analysis applied to self-reflection. Has the team clearly identified and discussed the features of their performance in the negotiation to a sophisticated level?

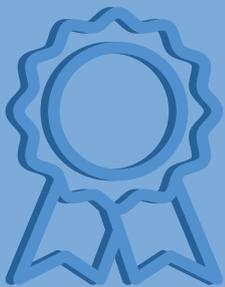
# AIM OF REFLECTION

The aim of teams in the reflection is to effectively self-analyse their performance.

They should reflect on:

- Their strengths and weaknesses in the negotiation (with supporting examples);
- The lessons learned during the process; and
- Their strategies, preparation techniques and assumptions.

The performance of each team in this stage will be assessed by the criterion, level of self-analysis, which was described above.



## *the emissary award*

The Emissary Award is a certificate given to all diplomatic representatives (the delegates) for participating in the Negotiations Competition, to celebrate the competition and the joy of it!

This is awarded to show appreciation for the hard work they've put into working both individually and together.

If you have any questions and concerns, or simply want to know more about UN Youth NSW, you can get in touch with us via the following:

FACEBOOK



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INSTAGRAM



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## STAYING IN TOUCH

EMAIL



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