

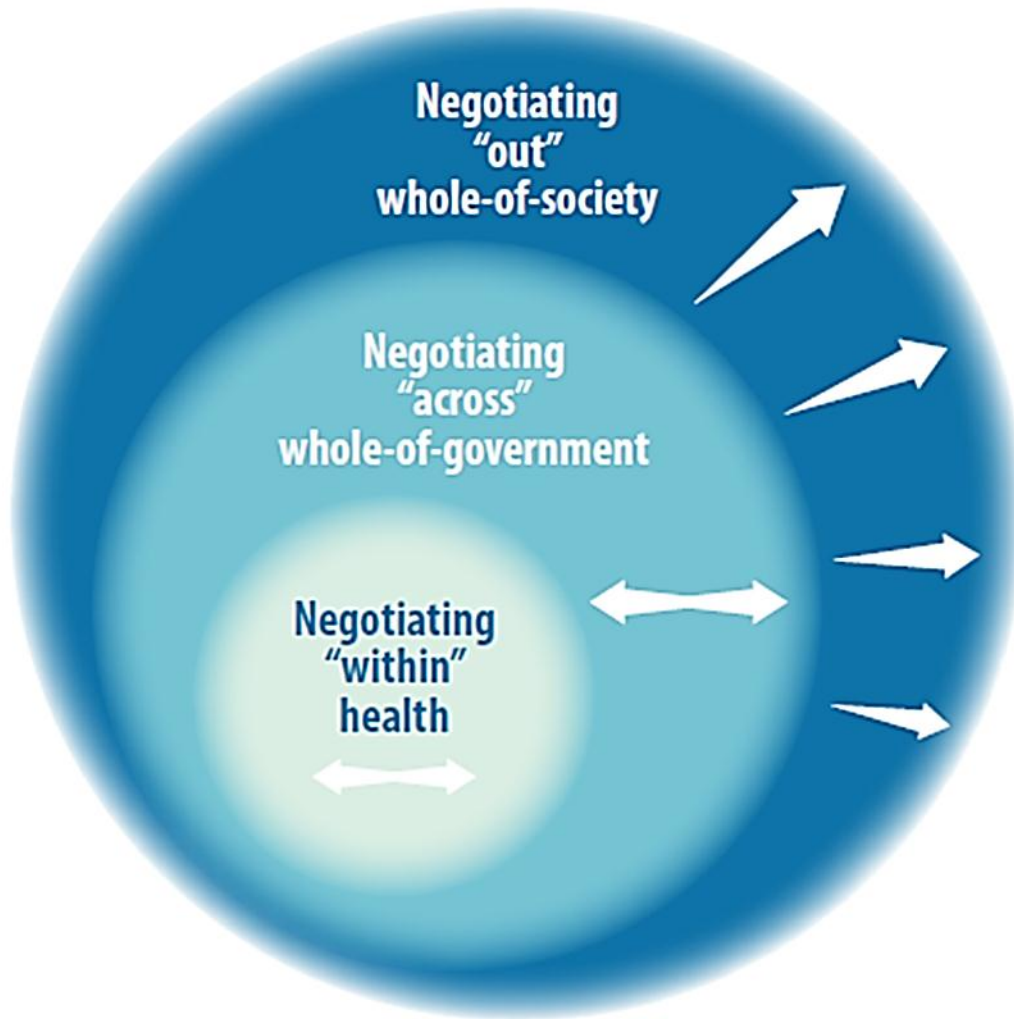
Session 14: Negotiating for HiAP

Health in All Policies Training
Course

Khartoum, Sudan 29 – 31 May, 2018

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The scope of HiAP negotiation



- *A priori* assumption = co-benefits for all
- However, not always possible
- Know the line and act accordingly

Stages of negotiation

1. Understanding the problem and its causes
2. Identify stakeholders and their interests
3. Consult with stakeholders
4. Establish negotiation agenda
5. Develop positions and strategies
6. Negotiate with stakeholders
7. Assess proposed agreement

Approaches to negotiation

	Uncooperative	Cooperative
Assertive	1 Competitive <i>Aims to maximize one's gains and minimize concessions to other parties</i>	4 Cooperative <i>Aims to seek mutual gains for all parties by joint problem solving</i>
Unassertive	<i>Aims to defer or postpone decisions on difficult or unfavourable issues</i> 3 Avoidance	2 Haggling <i>Aims to secure a pre-determined position by making trade-offs or concessions</i>

Negotiation principles

Value-added negotiating

- Clarify interests
- Identify options
- Create at least two more “deal packages”
- Sell the deals and ask the other side to select one
- Perfect the deal

Ethical negotiating

- Know what is non-negotiable
- Remain honest
- Keep your promises
- Prepare multiple options
- Commit to saying “no” if necessary
- Know the law
- Go with your cuts
- Practice the concept of “no surprises”
- Respect others
- Walk away from unacceptable deals

Group activity

ROLE PLAY – MEGA CITY & NONCOMMUNICABLE DISEASES (NCD)

Case Buenos Aires (Argentina)



- High and growing level of non-communicable diseases
 - Unhealthy diet, smoking
 - Transport system, traffic
 - Poverty, slums

- Mayor has called a meeting to find policy solutions
- Invited are one or two from each
 - Health
 - Education
 - Infrastructure, transport and housing
 - Finance
 - NGO/civil society
 - Industry and trade
 - Food and beverage