HOW CAN RESEARCH INFLUENCE NEGOTIATION? (NA2L)

Module
Negotiations & Accountability

Format
Presentation

Purpose
This activity contributes to the module learning objectives by describing tenets of successful negotiation as they apply to the policy process.

Time Required
- 45 mins.

Activity Description
PowerPoint presentation with speaker notes. This presentation focuses on how research can influence negotiations processes. The presentation considers how researchers might approach a research activity in order to influence a negotiation or to hold a leader accountable. This presentation is complex, and is best suited for strong researchers. The concepts are less relevant for advocates. There are several questions for discussion embedded throughout the presentation.

Key Learning Concept(s)
- Implementation research
- Accountability research

Materials Needed
- Laptop and projector

Associated Sessions
- How Can Research Influence Negotiation? (NA2L)
- Negotiation Case Study (NA3E)