## DOCUMENTING SUCCESS AND OVERCOMING FAILURE (NA7L)

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<th>Module</th>
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<td>Negotiations &amp; Accountability</td>
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**Purpose**

This activity contributes to the module learning objectives by building participants’ understanding of how to identify and document the successful steps and/or barriers that contribute to a favorable or unfavorable policy outcome.

**Time Required**

- 20 minutes

**Activity Description**

This session is a PowerPoint presentation with speaker notes that is accompanied by an associated exercise on documenting negotiations (NA8E).

The presentation begins with discussion of the benefits of monitoring the negotiation process itself, gaining understanding of which actions and decisions played key role in a negotiation’s ultimate successful or unsuccessful outcome. The presentation reviews key questions to ask when assessing both successful and failed negotiations and introduces a simple evaluation tool called the Decision Tree.

**Key Learning Concept(s)**

- Rationale for analyzing and documenting the process of individual negotiations.
- Identifying steps and decisions that contribute to successful and unsuccessful negotiations.

**Materials Needed**

- Laptop and projector
Associated Sessions

- What Next? Why Negotiation Matters in the Policy Process (NA1L)
- How Can Research Influence Negotiation? (NA2L)
- Negotiation Case Study (NA3E)
- Budget Mapping (NA4L and NA5E)