DOCUMENTING NEGOTIATIONS EXERCISE (NA8E)

Module
Negotiations & Accountability

Format
Individual or small group exercise with large group discussion

Purpose
This activity contributes to the module learning objectives by allowing participants to practice identifying the factors that contribute to success or failure at intermediate stages of policy negotiation.

Time Required
- 35 minutes (20 minutes individual/small group work, 15 minutes discussion)

Activity Description
This session is an individual/small group exercise that accompanies an associated PowerPoint presentation (NA7L). Participants need to have gone through the PowerPoint presentation before undertaking this exercise.

The exercise is a hands-on application of a simple tool for documenting negotiation and advocacy, adapted from the Advance Family Planning Decision Tree. The Decision Tree maps out each step towards implementation/achievement of a policy commitment. In a real-life application, the tool would be completed retrospectively, so that advocates could document whether each intermediate step was achieved and identify the factors that contributed to achievement or failure at each step. In this practice exercise, three intermediate steps have been populated in a sample Decision Tree. Participants should consider their knowledge of the policy process and write down factors that might make each step successful (in the “Why?” box next to “YES”) or not successful (in the “Why not?” box next to “NO”).

Key Learning Concept(s)
- Identifying factors that contribute to success or failure at intermediate steps between policy commitment and implementation.

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)
- Parliamentary Hearing (NA6E)
- Documenting Success and Overcoming Failure (NA7L)