

Negotiating Customs and Environmental Cooperation



The Negotiation Process

Always Keep in Mind the Goal Shared by All

Protection of ports and the environment, and to meet international commitments

- Reaching practical, written agreement is ultimate goal.

If this is not possible now:

- Unwritten, oral understandings among key players are still helpful
- After some experience cooperating, piece-by-piece an agreement may be written over time

The Process Goals – Fairness and Respect

Good process makes good agreement:

- ❑ future operations will be more successful and at lower cost
- ❑ effort in planning now will reduce or save future implementation problems
- ❑ less friction and less confusion during joint operations

“Agreement” reached

- ❑ by negotiating fairly
- ❑ incorporating trust into the process

Some Negotiating Tips

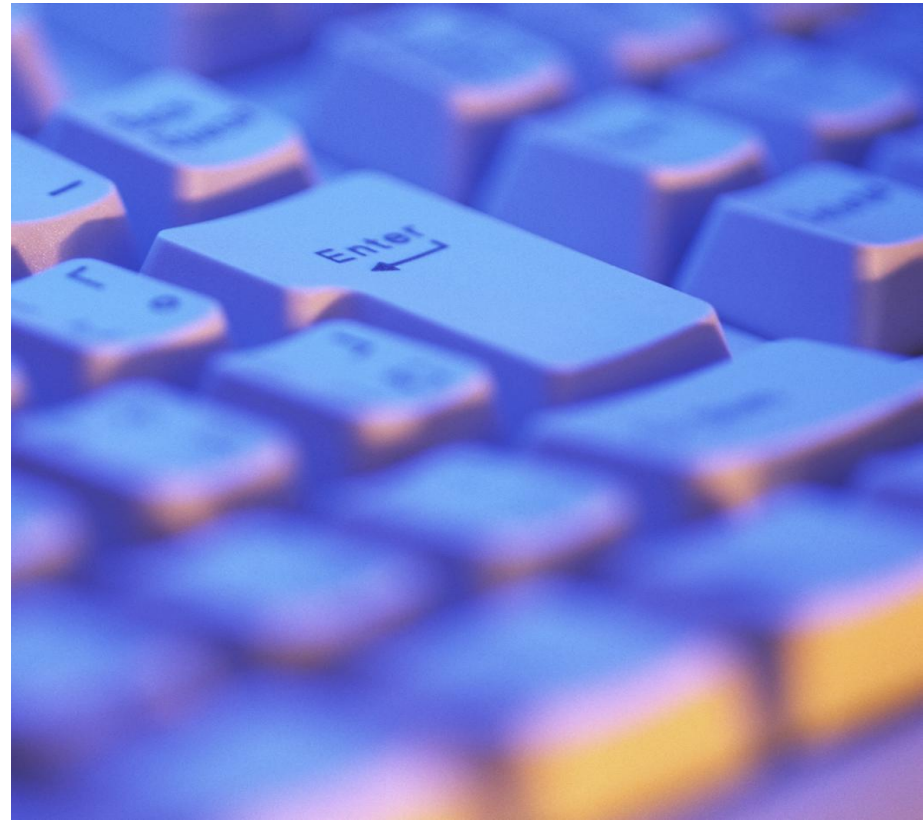
- ❑ Share/understand institutional culture and language of others
- ❑ Make inter-dependence a factor
- ❑ Come prepared with options, and if you can, find out in advance what other side wants
- ❑ Make unilateral concessions
- ❑ Be clear in your own mind and explain your needs
- ❑ Don't be confrontational

Negotiating the Text

[The Use of Brackets]

“Bracketing” is first step in your process of negotiation. Use it for:

- ❑ Alternative text
- ❑ Fundamental disagreement
- ❑ Need for clarification



Reasons for NOT Bracketing

- Tentative agreement on some language – this is success and should not be bracketed
- Waiting for approval or direction –
 - work toward and agree upon what you can recommend to top policy makers