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UNITED  
NATIONS

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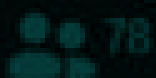
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# Negotiations in MUNs

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Participants



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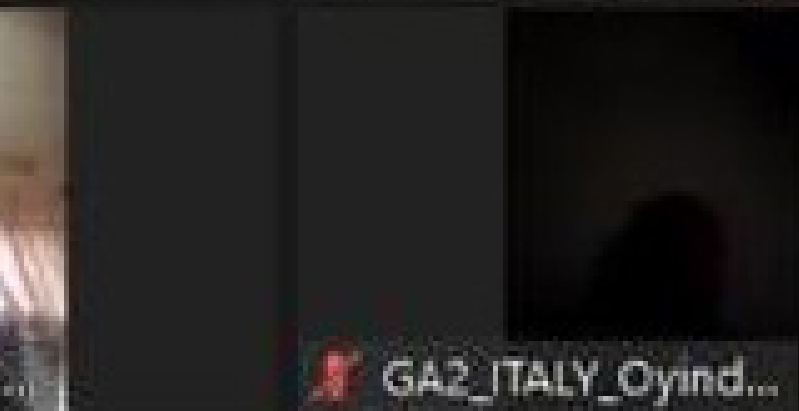
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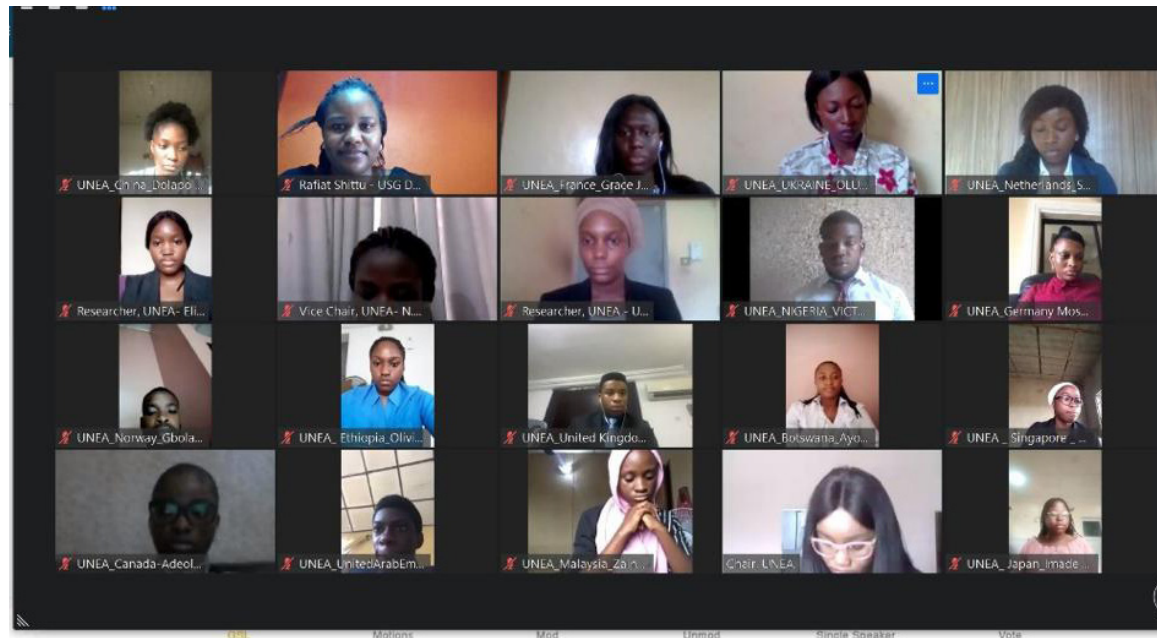
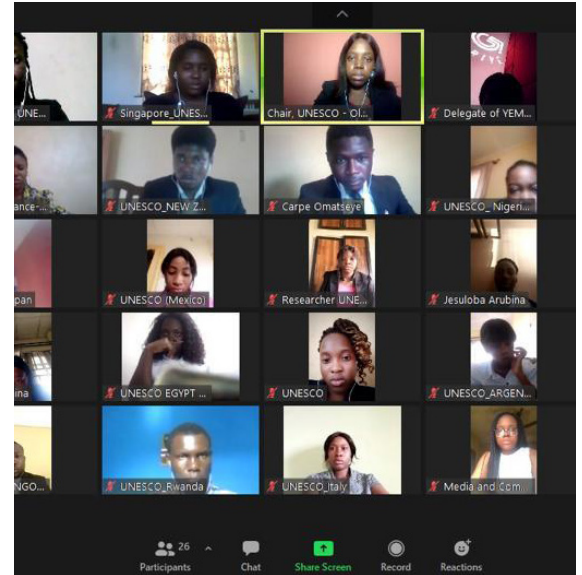
# Negotiations in MUNs

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# What is Negotiation?

**N**egotiation is a dialogue between two or more people or parties with the intention of reaching an agreement and a beneficial outcome over one or more issues where a conflict exists with respect to at least one of these issues. We all negotiate in different aspects of our life. Negotiation goes on in the market, dialogue between siblings and parents etc. Therefore, this term is not a foreign word never heard of before.

Negotiations happen at several instances in MUNs. This document will help you make the best out of it and be the winning negotiator because negotiation is key in being the absolute best MUNer.!



# Negotiation in MUNs



**N**egotiations can come up anytime in MUNs. It can happen before committee sessions begin, during committee sessions (informal sessions)/ formal sessions (through the passing of notes); it can happen during the break time, in the accommodation provided by the conference etc. I am sure by now; you understand what I mean by 'Negotiation happens anytime' for different reasons.

To the mere observer, an MUN delegate who excels at public speaking can steal the show, but both chairs and delegates know that it is negotiations where MUN's most significant challenges lie. Being a good speaker combined with being a great negotiator equals to Fame in MUNs. Fame is the beginning of your success story as a delegate in MUNs. So aim to be famous but for good things of course.

Negotiation is about making deals to persuade enough delegates to follow your position, such as; ensuring your preferred topic is selected and guaranteeing the passage of your resolution. You need to know what you want — what your team wants to gain and what it cannot give away- this is the key to being a great negotiator.

*You know how it feels when someone persuades you.* You say “yes” or agree to something because you are comfortable with it. You genuinely like the idea and believe in it — or you decide to be persuaded simply because it is your friend or someone you like and trust. In Model UN, you will use a combination of substantive persuasion and personal persuasion in order to get delegates on your side — you will negotiate with them on both intellect and personality levels.



# Negotiations in Committee Sessions

Here are instances where delegates are expected to negotiate in committee sessions

## ***Convincing other Delegates to Choose your Topic***

Delegates have a preferred topic out of the topics that the committee is supposed to address. So usually it is the duty of the delegates to convince other delegates to select their own preferred topic and to do this, negotiating is going to be needed. Delegates will state all the pros involved in the selection of his preferred topic. Negotiation without a reasonable doubt is what the delegate has to do. But of course, negotiating has to be done in a sane, diplomatic manner, remembering that most delegates also have a preferred topic in mind to address. Now you trying to talk them into voting for your topic needs a lot of negotiating that might involve future promises, like; working together, giving them your lunch. Etc.

An example of negotiating on topic selection;

Delegate from Belgium: Good-day, I'm Gabriel and I am representing Belgium, if you don't mind, it will be nice to meet you.

Delegate from Ghana: Of course, it's no problem, I'm Naira representing Ghana, it is nice to meet you.

Delegate from Belgium: same here. As regards the topics that the committee is supposed to address, which is your favourite and why is it your favourite.

Delegate from Ghana: I honestly don't mind any of the topics the committee is addressing, because I believe they are of equal importance. But since we would be required to pick, I think I'd go with Topic 2, because Ghana has more information on it.

Delegate from Belgium: I totally agree with your idea of both topics being of equal importance, but I believe that topic 1 should be addressed since it involves more member states and since we are here for the betterment of the entire world, I would like to convince you to vote for topic one as the topic to be discussed, and ***if you do so, we will definitely work together and our bloc will be the highlight of the entire committee.***

Delegate from Ghana: that's a great idea. I would love to work with you as well, with that in mind, I will definitely vote on topic 1.

Delegate from Belgium: Great. Let's convince other people to vote for topic 1, as the more the merrier.

The bolded part of the conversation is an example of negotiating and negotiating is a never-failing strategy to getting what you want, as long as you do it well.

## ***Negotiating to be Part of a Working Paper***

Working papers require sponsors and signatories. Sponsors are those that actively contribute to the working paper whereas signatories do not mind what the working paper seeks to achieve. Also, being a sponsor or signatory, shows sometimes how active a delegate is. Knowing this, delegates can negotiate to be part of different working papers by negotiating. E.g. be part of my working paper and you will be part of mine.

### ***Negotiation for Delegates to Vote your Motion***

Before certain motions are raised, especially those that raised rarely, you have to have negotiated with delegates before raising such a motion, so that they either vote for it or speak for it. This will prevent the embarrassment of not having an accepted motion. Example;

A delegate in his bloc, discussing with members of his bloc on why he wants to move a motion to change the speakers time

Delegate from Belgium; delegates, don't you think 90 seconds for speech is not enabling us to complete more work on our working paper. I think it's time we reduce it to at least 60 seconds, so we have more time to achieve progress in our working paper. So, when I raise the motion, kindly vote in favour so it will pass. Since I am raising it for our benefits.

Bloc Members: that's a very good idea. We will definitely vote. Seeing as most delegates have given more than 3 speeches already and their content isn't as much as the first day.

The delegate from Belgium, successfully negotiated for other delegates to vote in favour of his motion to reduce the speakers time, because he negotiated that, the motion is all for their benefit. This shows another instance of negotiating and how it's done.

### ***Negotiating for your Ideas to be Imputed in the Working Paper***

Delegates have a duty to push for their ideas to attain the position of importance in every working paper and to reach that height, negotiation is needed.

### ***Negotiating for Draft Resolutions to be Voted on:***

It is the duty of delegates to inform other delegates about what their draft resolution and why it needs to be voted upon to become a draft resolution. This information given also involves negotiating that assures certain delegates voting on a draft resolution to become a resolution. You have to identify and persuade blocs of delegates why it is in their interest to vote for the draft resolution. And if you want your draft resolution to pass, you need to drive negotiations and prevent it from failing.

### ***Negotiating for Competing Text to be Deleted***

Negotiators have to sometimes have to convince some delegates that made suggestions on some clauses to remove them, because they are serving the same purpose or idea as some other clauses' existent in the working paper, so a negotiator will explain why other ideas are more comprehensive and serves their interests, too. To do this, a delegate has to be empathetic with whomever the delegate is and convince he/she that their suggestion is not gone, it's only merged to become one.



# Steps to Negotiation

- Know what you want: You have to have your mind made up on what you want before you start negotiating. This way, you would know what you can give up to be able to win. When you know what you want, and the things you can give up, you can adopt any strategy you like to achieve the result that you want to achieve.
- Be a smart dealmaker: Now that you are ready to negotiate, it is time to start making deals — to start persuading others through reasoning and personality. However, you also have to be a smart dealmaker — you need to know who to use your persuasion on. You have to focus first on delegates that like you personally. You would notice these delegates from the first day of the conference. Build rapport with them. You can then use them to reach out to other delegates who they have had a rapport with.
- Try to minimise time with difficult delegates: It is one thing if delegates bring up objections to your suggestions or to what you want. But some delegates just want to fight. Avoid them. They object your resolution or suggestions. They want to put down your resolution and boast about theirs. Even if you debate them successfully, they are not going to change their mind — they just want to feel important. The only time you want to debate is if it is in front of other delegates. You will not change the minds of difficult delegates, but you might convince other delegates who are watching to vote for your resolution. Otherwise, you want to minimize your time with these kinds of delegates and focus on others who are likely to vote for your resolution. Remember, you are not trying to have a debate — you want to negotiate towards your goal, this could be you wanting the passage of your resolution.





# General Tips on Negotiation

Understand your country's position/agenda  
Knowing your country policy through research, and writing a comprehensive position paper in line with your policy is crucial to embodying the values of your nation. This will increase your confidence in negotiating.



Give and take  
You can never go wrong in giving something worth the same as what you are taking from other delegates.



Be the division of labour initiator  
People that suggest more work is achieved by dividing the work amongst themselves are considered good negotiators.



Timing is very important  
Be apt when it comes to determining when the right time to negotiate on certain matters will be appropriate.





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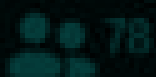
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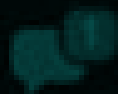
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**That's it! See you at  
the conference!**



Participants



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