

## Foreign Ministry of Daymar

Daymar has been exporting high-quality, vitamin rich grains and importing farming equipment for many decades. The United States is a major trading partner. Starting about 15 years ago, successive national governments started using the money from grain exports to buy manufacturing equipment. As more and more young people left their villages to work in cities and factories, Daymar stopped having enough local people to run the farms. Daymar came to rely heavily on the seasonal migrant workers from Lateen to sow and reap the yearly harvest.

Even though only 1.5 percent of the adult population is infected with HIV/AIDS, the entire country is concerned about the recent rise in cases. The local media reports constantly on the “moral and medical crisis,” and community leaders insist (despite having no scientific proof) the Lateen guest workers are to blame. Most Daymar people think homosexuals, people who inject drugs, sex workers, and people who have sex outside of marriage deserve to get HIV/AIDS as punishment for violating religious and social norms. Even though it means sacrificing its annual crops, disrupting trade relations with the United States and slowing the industrial development program, the Government of Daymar has decided to close its border to all Lateen migrant workers.

Daymar has several competing goals in this situation. It wants to maintain good relations and trade with the United States. This is the main reason Daymar is considering working with PHAN. However, the government is very concerned about losing political support by angering religious leaders and the public. It believes its citizens will only accept a prevention and treatment program that focuses on abstinence, fidelity, and giving anti-retroviral medication to “innocent victims” of the disease, specifically married pregnant women and their children.

### Opening Position

Daymar will argue that while there may be no proof the Lateen migrants are spreading HIV/AIDS, this is the most likely explanation for the recent increase of cases. Daymar has the duty to protect its citizens and the right to set immigration policy. PHAN was willing to customize its program to accommodate Lateen social norms, so it should be willing to do the same for Daymar.

### Negotiation Strategy

- How might you satisfy the anti-discrimination requirements of the United States and its partners while avoiding public outcry from local leaders?
- What are other options for limiting the spread of HIV/AIDS that would allow you to maintain your economic relationships with Lateen and the United States?



### FAST FACTS

Rate of infection:

**1.5%**

Form of government:

**Democracy**