



Clearly Determine Your Position And Agree On Your Strategy:

- Clarify or restate your position if it is mis-represented by one of the other stakeholder groups.
- If during informal discussions you decide your group should change its position, discuss it with the other group members as soon as possible.

Realistically Evaluate Possible Actions Before You Propose Them:

- Are the proposals possible?
- Will they achieve the results you want?
- Watch for unintended consequences.

Analyze Other Groups' Positions:

- Why do they hold that position?
- Why do they oppose or support your proposals?
- Can you apply pressure to make stakeholders re-evaluate their positions?
- Can you offer any incentives to make stakeholders re-evaluate their positions?

Build Alliances:

- Identify which stakeholders share your position and which do not.
- Do not spend all your time trying to persuade others. Listen carefully to other delegates and absorb what they are saying.
- Try to identify common interests and concerns you share with other stakeholders.
- Even if your end goal is different, what can you agree on with others?

Identify Incentives and Disincentives (“Carrots and Sticks”):

- Consider what incentives you can safely offer to other groups.
- Explain to other stakeholders the negative consequences (either direct or indirect) that may follow if they oppose your position.

General Tips*:

- Separate the people from the problem.
- Interests: Focus on interests, not positions.
- Options: Generate a variety of possibilities before deciding what to do.
- Criteria: Insist that the result be based on some objective standard.

* Excerpted from “Getting To Yes”, Roger Fisher and William Ury, Random House Business Books, 1981

- What countries and organizations are taking the lead on the issue?
- What actions would support the economic interests of Daymar, Lateen, and the United States?
- What could prevent an economic crisis in Lateen after Daymar bans migrant workers?
- How might Daymar and Lateen retain open borders while curbing the spread of HIV/AIDS?
- How might HIV/AIDS education, prevention, and treatment programs avoid discrimination when navigating cultural boundaries?

GOALS: *What are you hoping to accomplish?*

RESOURCES: *What do you have?
What can you offer?*

ALLIES: *Who can help you? Who shares your positions?*

TIMELINE: *When can/should action items occur?*

OBSTACLES: *Who or what might be standing in the way of your group's plans?*

Abstinence	Not engaging in a particular behavior, for example, refusing to drink alcohol or to engage in sexual relations.
Advocacy	Urging a person, group or organization to do (or not do) something.
Anti-retroviral treatments (ARTs)	A type of medication that lowers the amount of HIV in the body. Although ARTs do not cure HIV, they protect the immune system from being weakened and reduce the chance of transmitting HIV to others.
Bodily fluids	Liquids produced by the body, including blood, semen, amniotic fluid, and breast milk.
Foreign assistance/ foreign aid	Financial or in-kind assistance one country gives to another country to make life better for people in the receiving country.
Migrant worker	A person who voluntarily travels from his/her home country, usually to find seasonal work in another country, and who then returns to his/her home country.
Monogamy	Having sexual relations with only one partner in an exclusive relationship, such as marriage.
People who inject drugs	Someone who injects narcotics or medication directly into his/her blood stream. Sharing used dirty needles is one way that the HIV virus is spread.
Remittances	Money that immigrants and migrants send back to their families in their home countries.
Social deviant	A person who behaves contrary to what most people around him/her consider normal or acceptable within that culture or tradition.
Subsistence farming	Farming that provides enough food to feed the farmer and his/her family but not enough to sell to other people.