

Foreign Ministry of Lateen

Lateen is a poor country with very little industry or international trade. Although Lateen has some potentially valuable mineral resources, particularly copper deposits, it does not have and cannot afford to develop a mining sector. Most of the people are subsistence farmers. For decades, mostly male Lateen workers have been immigrating legally to neighboring countries for the summer and fall harvest, where they earn enough to send money home to their families. Lateen families rely on these funds, also called remittances, to supplement their household incomes, particularly in years when the harvest in Lateen is bad. The workers usually return to Lateen after the harvest season.

About 10 percent of Lateen's adult population is infected with HIV/AIDS. Although social attitudes tend to be fairly conservative, most people know at least one friend or relative who has HIV or AIDS and this makes them more sympathetic to a broader range of sufferers. For the past five years, PHAN has run robust education, prevention and treatment programs in Lateen. During that time, the percentage of Lateen people living with HIV/AIDS has not increased, but it has not decreased, either. Health experts believe the reason is that the Government and the general population support some proven preventive measures – such as clean needle exchanges for people who inject drugs and antiretroviral medications for infected people – but not others, such as condoms or voluntary medical male circumcision.

The Government of Lateen has several competing goals in this situation. It does not want Daymar to close the border to legal migrant agricultural workers. It wants Lateen families to receive the remittances that help them get through the harsh winter. Lateen is a relatively conservative society, and the progressive-leaning government holds a slim majority in Parliament. Even though the Government of Lateen agrees with the health experts that it could implement a broader HIV/AIDS prevention program, it worries about losing the next election if it pushes socially unpopular measures.

Opening Position

Lateen will stress that Lateen and Daymar mutually benefit from the current arrangement. Daymar should not act against its own economic interests. Lateen will insist there is no evidence the migrant workers are spreading HIV/AIDS in Daymar.

Negotiation Strategy

- How might you convince Daymar to keep the borders open? Consider how the ban of migrant workers will also impact the economy of Daymar.
- What are the objectives of the other stakeholders? Which stakeholders could support your cause?
- How would improving the mining sector benefit your country in regards to the HIV/AIDS outbreak?



FAST FACTS

Rate of infection:

10%

Form of government:

Democracy