

U.S. Department of State (DOS)

The State Department leads the United States in its relationships with foreign governments, international organizations, and the people of other countries. It aims to promote the security, prosperity and interests of the American people around the world. It does so by creating American jobs through support for open markets for U.S. companies; by issuing passports and providing emergency assistance to U.S. citizens abroad; by negotiating treaties to reduce nuclear weapons and equipping countries to respond to their own security challenges; by helping countries with health, food and humanitarian crises; by promoting stability, peace and human rights; and by increasing understanding of American society and values.

Since 2003, the United States has invested \$85 billion in foreign aid to fight HIV/AIDS around the world. The U.S. Government, through the State Department, gives some of that money to advocacy organizations like UNAIDS and to service providers like PHAN. Each year, the Administration must ask Congress for this funding. Last year, the United States contributed \$250 million in foreign aid to PHAN specifically to support Lateen's HIV/AIDS programs. But every year, including this year, support for UNAIDS and PHAN is always considered against competing domestic spending priorities, such as U.S. national defense, education, and healthcare.

The United States has several goals in this situation. It wants all of America's foreign aid programs to be successful and to be cost-effective. It wants the positive U.S.-Daymar trade relationship to continue. It also wants Lateen families to survive the winter. At the same time, the State Department does not want to compromise on its anti-discrimination stance, which is a core American value.

Opening Position

The State Department will reaffirm its commitment to stopping the spread of HIV/ AIDS around the world. It will emphasize that it wants to maintain trade with Daymar but that will be difficult without the Lateen contribution to Daymar's economy. The Department believes today's negotiations should focus on finding an alternative solution to Daymar's plan to close the border. The Department will say that all forms of discrimination are wrong, including discrimination in HIV/ AIDS prevention and treatment. Daymar and Lateen should both embrace all methods of preventing and treating HIV/AIDS in order to begin to control the spread of the disease.

Negotiation Strategy

- Foreign aid is always in competition with domestic spending. The State Department has an interest in showing success from its investments in UNAIDS and PHAN.
- How can you respect the cultures of Lateen and Daymar while protecting HIV/AIDS patients from discrimination?



FAST FACTS

Foreign aid to fight

HIV/AIDS:

\$85B