

## Prevent HIV/AIDS Now (PHAN)

Prevent HIV/AIDS Now (PHAN) is a non-governmental organization (NGO) similar to the International Committee of the Red Cross. PHAN is based in New York and runs HIV/AIDS education, prevention, and treatment clinics for local communities in many countries. A number of well-known American celebrities take part in PHAN fundraising events, and the group is able to generate a lot of media attention. However, how much assistance PHAN can provide in a country is limited by the amount of funding it receives from donor countries, including the United States. Last year, the United States gave PHAN \$250 million specifically for Lateen, funding 75 percent of its programs there.

PHAN has never dealt with the Government of Daymar before, and PHAN's regional program coordinator got a chilly reception when she met with religious and political leaders in Daymar to discuss working together. They repeated the commonly held belief that some people "deserved" to get HIV/AIDS as a punishment for their lifestyles but admitted that some people were "innocent victims" of the disease.

PHAN has several goals in this situation. It wants to run preventive programs and treat every infected or at-risk person in Daymar without discrimination, regardless of how society views them. However, it might consider a limited program in Daymar, as it has in Lateen, to gain support to work there. PHAN does not want to endanger its congressional support and funding by compromising anti-discrimination principles, which are core U.S. values. It would also like to expand its programs in Lateen, but it will need more money to avoid getting overextended.

### Opening Position

PHAN will offer to start a prevention and treatment program in Daymar. The program will be available to all people; it will not exclude or limit care for people who inject drugs, homosexuals or people who have sex outside of marriage. PHAN will appeal to the United States and other international donors to fund the new Daymar program.

### Negotiation Strategy

- What would convince Daymar to open their country to your education and treatment methods?
- Where could PHAN secure additional funding to expand its programs?
- Although PHAN operates internationally, it is based in the United States and is dependent on the United States for most of its funding. You do not want to conflict with the United States on any stance.
- Remember that a partial solution is preferable to no solution at all.



### FAST FACTS

Based in  
**New York City**

2019 budget:

**\$15M**

## 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**

## Joint United Nations Programme on HIV and AIDS (UNAIDS)

The Joint United Nations Programme on HIV and AIDS (UNAIDS) was created in 1986. UNAIDS brings together governments, private businesses and non-governmental organizations to promote universal access to HIV prevention, treatment, care and support. UNAIDS also encourages countries to protect the human rights of vulnerable communities and to eliminate social and legal discrimination that prevents some groups from accessing proper care. It also gathers scientific evidence to help governments develop fact-based policies. UNAIDS focuses on country policies, and does not run local programs. The United States is a major donor.

UNAIDS has for years advocated more comprehensive programs in Lateen. Although the infection rate is quite high (about 10 percent of the adult population), health experts believe it would be even higher without the prevention of mother-to-child transmission programs that service providers like PHAN run and the antiretroviral medications they provide. UNAIDS also thinks this situation gives the Government of Lateen new incentives to promote condom use and voluntary medical male circumcision so it can counter the Daymar argument that Lateen migrants are to blame.

UNAIDS experts analyzed the infection data from Daymar health officials, but they could not determine why more cases are being reported in Daymar, a country which previously had a very low HIV/AIDS rate. It is concerned that Daymar is blaming the recent rise on Lateen migrant workers without any evidence. UNAIDS officials do not believe expelling these workers and closing the Daymar-Lateen border will halt the spread of the disease. The only long-term solution for Daymar is to develop an aggressive program of public awareness, preventive measures and treatment.

### Opening Position

UNAIDS will argue that classifying people with HIV/AIDS as innocent or guilty is not only wrong, it is unhelpful. UNAIDS will argue that both Lateen and Daymar should embrace all scientifically proven methods of stopping the disease from spreading.

### Negotiation Strategy

- UNAIDS focuses on research, advocacy, and policy; it does not operate local programs. It must work together with PHAN to produce treatment and prevention programs.
- As an official United Nations agency, UNAIDS must remain officially neutral. However, the United States is a major donor.



#### FAST FACTS

Established in

**1986**

Promotes  
**scientific  
evidence**

to develop fact-  
based policies

## 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**

## 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**