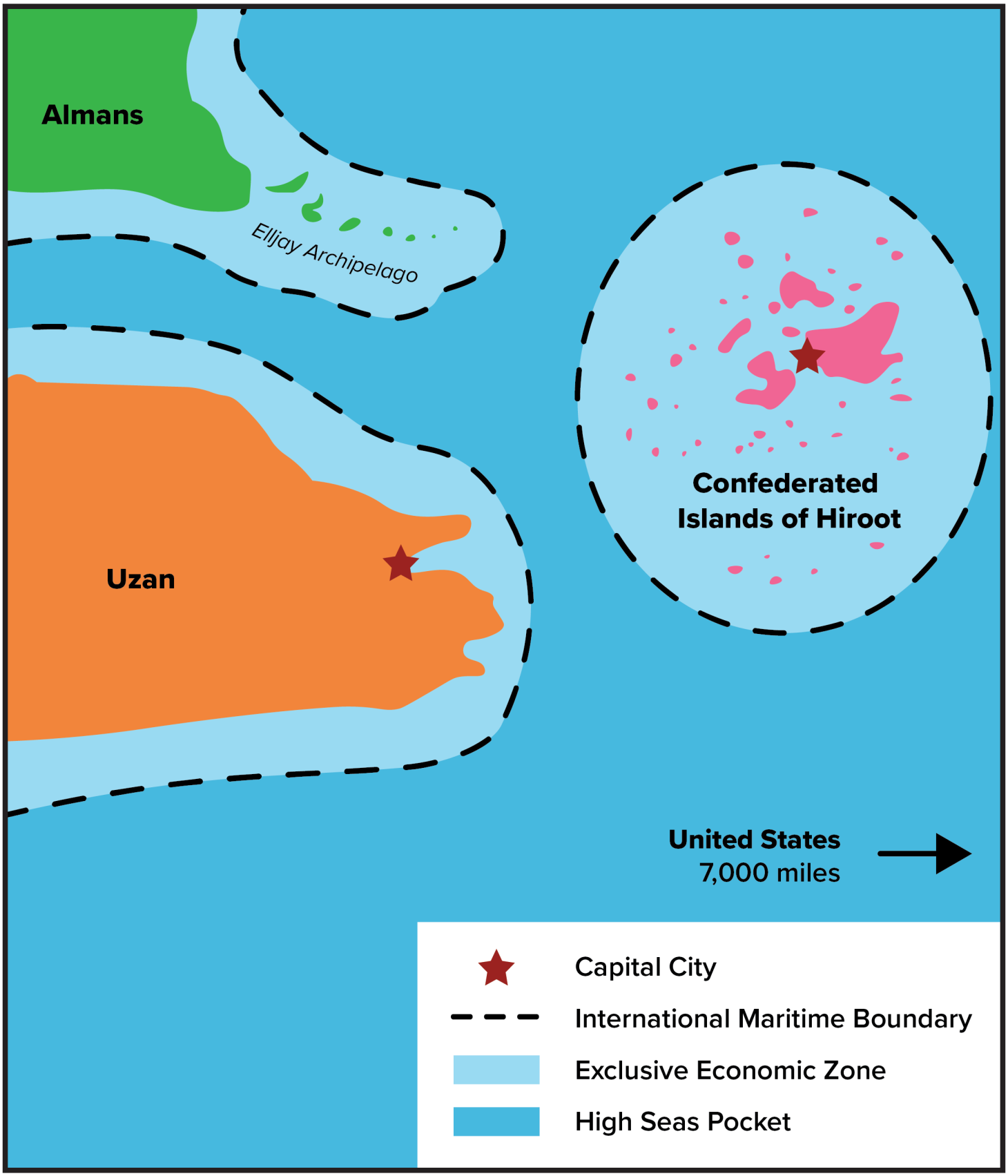
CRISIS MAP


Almans
Elljay Archipelago
Confederated Islands of Hiroot
Uzan
United States
7,000 miles
Capital City
International Maritime Boundary
Exclusive Economic Zone
High Seas Pocket

TOOLS FOR NEGOTIATING EFFECTIVELY

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*

QUESTIONS TO CONSIDER

- What countries and organizations are taking the lead on the issue?
- How does the crisis facing the fish industry and marine life impact larger countries like Uzan differently than smaller countries like the Confederated Islands of Hiroot?
- Have multi-national organizations like the FAO and NGOs like the Global Oceans Fund been able to ease the problem of IUU fishing?
- How do the different economic concerns of Uzan and the Confederated Islands of Hiroot pose obstacles to easing the problem of IUU fishing in the region?
- Which stakeholders and populations (human and marine) are most vulnerable to the consequences of IUU fishing if nothing is done?
- What programs or international agreements are already in place to improve the problem of IUU fishing and harm to marine life?
- How are current laws to protect the oceans and its resources enforced?
- How do the challenges of protecting ocean life fit into the larger issues of climate change, sustainability of world resources, and conservation?

BRAINSTORMING

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?

NOTES

GLOSSARY

Aquaculture — Also known as fish or shellfish farming, this refers to the breeding, rearing, and harvesting of fish, shellfish, and plants in all types of water environments including ponds, rivers, lakes, and the ocean.

Bottom trawlers — Boats that drag nets along or very close to the sea floor to catch fish and other marine life that live on the bottom; they can cause damage to ecosystems and habitats as they contact the ground.

Bycatch — Marine life inadvertently caught during commercial fishing for other targeted species. Examples are dolphins caught in tuna nets and seabirds that are accidentally hooked.

Exclusive economic zone (EEZ) — A sea zone prescribed by the United Nations Convention on the Law of the Sea (UNCLOS) over which a state has special rights regarding the exploration and use of marine resources. The EEZ extends 200 nautical miles from the state's coast in all directions.

High seas — The part of the ocean that lies outside of any nation's EEZ.

High seas pockets — High seas pockets were created in some parts of the world when countries established their EEZs. They are areas of international waters that are completely surrounded by EEZs and are open to fishing by anyone unless there are specific laws in place forbidding it.

Illegal, unreported, and unregulated fishing (IUU) — Fishing that is conducted contradictory to legal conservation and management measures currently in place including fishing without authorization in another country's EEZ.

Multilateral — Involving more than two countries.

Nautical miles — The unit of measurement used for air and sea travel. One nautical mile is approximately 1.15 statute miles.

Non-governmental organization (NGO) — A not-for-profit organization that is independent of government and is often involved in human rights, the environment, health, and/or development.

Overfishing — Catching fish faster than they reproduce, which in turn drives the fish population lower and lower.

Sustainable — Practices that allow for the regeneration of natural resources over a long time.