

Centre of Competence on Humanitarian Negotiation - CCHN -

Enhancing professional exchanges and peer learning among frontline humanitarian negotiators

A Strategic Partnership between



What is humanitarian negotiation?

Set of interactions between a humanitarian organisation and - state or non-state – actors, both civilian and military, aimed at

- Establishing organisation in humanitarian setting
- Ensuring access to vulnerable groups
- Providing assistance and protection to affected populations

Relational component => trust building

Transactional component => agreeing on terms and logistics of humanitarian operations

A negotiation is long term process!

The ethos of the negotiator

Negotiation in the humanitarian world is a new concept

- We discuss, we explain, we coordinate => but do we negotiate?
- Sense of entitlement => you have to give me access because our organisation is mandated to assist a particular group

Even though some principles may be non-negotiable, we negotiate compromises to implement operations every day

- In a negotiation both parties have to compromise, otherwise it is not a negotiation

The dilemma

Advocating for our own humanitarian organisation's objectives and principles;

vs.

Building a trusted relationship with the counterpart while exploring areas of consensus or compromises on values, methods and positions.





*“Out beyond ideas of
wrongdoing and rightdoing,
there is a field. I’ll meet you
there.”*

- Jalāl ad-Dīn Muhammad Rūmī,
Persian Poet and Sufi Mystic

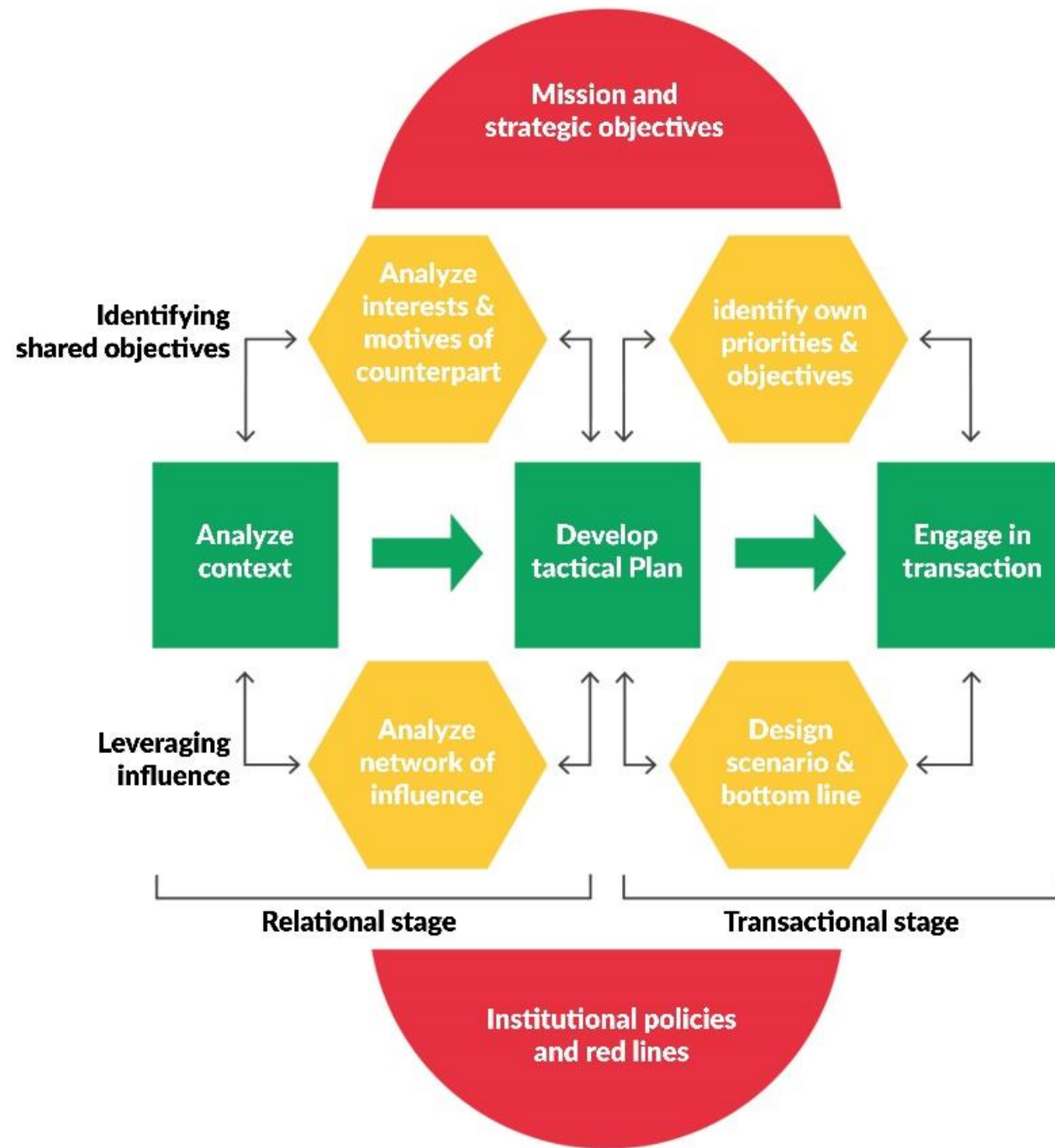
What we do





A global community of practice

- The CCHN develops a global community of humanitarian professionals engaged in frontline negotiations.
- More than 4000 field practitioners involved in CCHN activities since 2016.



Planning a Negotiation

The Naivasha Grid

Building trust

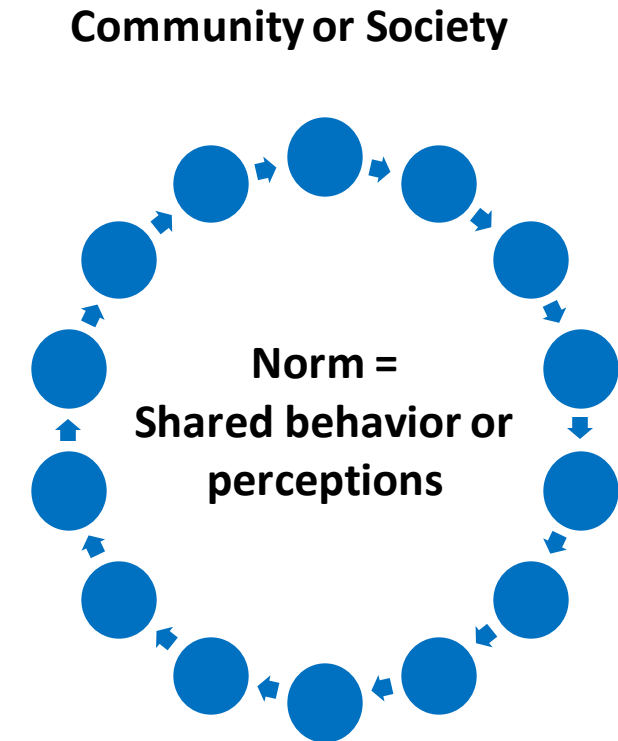
	ISLAND OF AGREEMENTS		
CONTESTED FACTS	AGREED FACTS	CONVERGENT NORMS	DIVERGENT NORMS
Points to be <u>clarified</u> with factual evidence	Points of agreement to <u>start the dialogue</u>	Points to be underlined as <u>convergent values</u>	Points of divergence on norms to be <u>negotiated</u>
		.	
Factual Negotiation: Expanding factual understanding of the parties based on evidence.		Normative negotiation : Expanding normative understanding of the parties based on a new consensus on applicable norms.	

Fact

- Observable element considered by the observer to be true; things known to have happened or assertions based on personal experience
- Something you can investigate, touch, feel, count, see, provide physical evidence
- Facts do not have to be true, but they can usually be proven

Norm

- Ways of behaving that are considered normal in a particular culture or society, or a desired behavior that a group of people believe in.
- Indicator: SHOULD





Context Analysis

What do
YOU see?

FRONTLINE
NEGOTIATIONS

Case Study

Scenario

Your Organization: Health for All

Your Counterparts: Community leaders who do not want you to implement a Cholera response

Your Mission: Get access to the local communities to implement a full-fledged Cholera response (treatment, vaccination, burial, WASH...)



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Cholera does not exist. It has been brought by the humanitarians.	35 people have died over a short period of time	Further death needs to be prevented	Traditional healers should be dealing with the response
Humanitarian actors steal organs and kill people in the isolation centers	Humanitarian actors coordinate with MoH in the response	Local norms and customs should be respected	The prevention of Cholera is more important than local customs
Hum. Actors support the government to prevent elections	Attacks on humanitarian actors are increasing	The local population should be included in the response	Local leaders have a responsibility to support humanitarian actors
Traditional medicine can cure Cholera			
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Peer exchange

TASK:

One person per table, share your own negotiation story

Step 1: Identity of counterpart

Step 2: Negotiation objective, and your counterpart's position?

Step 3: Identify Facts? Identify Norms?

Step 4: What is your island of agreement? What will you discuss there?

Step 5: How will you design your intervention to address divergent norms and contested facts?

Building trust

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Contact

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Shape a Global Community.**

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