

# Introduction To The Simulation

This international negotiation exercise puts you and your classmates in the roles of problem solvers, decision makers and negotiators on matters of international importance. Working together in country and problem-focused teams, you consider global issues, develop country positions on those issues, and negotiate with other countries in the simulation.

This simulation selects a few important world problems and shows how they are related to one another. It cannot—and it does not try to—cover all of the global issues that diplomats are currently negotiating. And neither are all of the nations of the world included in the simulation.

The simulation is conducted at two different levels: The first level is within country teams in a classroom or school to establish negotiating positions for that country. The second is across country teams to try to reach agreement on the individual world issues being negotiated.

## Our Simulated World

• **Assumptions:** The situation in the world changes on a daily basis, but the words in this document become static. Thus the fluid nature of the global community may change or contradict information in this book once it has been published. As long as such information can be supported by evidence, it is allowable to use in the Simulation.

• **The Simulation Community:** Countries participating in the simulation will be linked together electronically in a special CWHF community. Within this community, you can communicate in two ways: You can send bilateral messages restricted to one—or several—other countries. And you can send multilateral messages, or communiqués, to all of the other countries in the exercise. You receive messages that are sent to you on a daily basis. You can also retrieve earlier messages that were sent to your country if you need to review them.

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• **SIMCON (Simulation Control):** Simcon monitors all communications and negotiations in the exercise. Simcon also chairs the online conferences. Simcon has no country or team preference and does not interfere with the simulation. However, Simcon does monitor all messages to make certain that the negotiating positions are realistic and that country representatives are using appropriate, diplomatic language. Simcon will send warnings

to teams which do not use appropriate, diplomatic language in their messages. Simcon will try to respond to any questions about the exercise which arise.

• **Ending the Simulation:** In the real world, negotiations on difficult world problems often last a very long time, sometimes for years. In this simulation, negotiations climax some time after the face-to-face meeting called the Global Forum and a final round of online conferences.

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### The International Negotiation Scenario & The Issues for Negotiation

Following this Introduction is the Scenario, which sets the framework for your negotiations. It describes some of the current conditions in the world, and it identifies the issues that will be negotiated during the simulation.

Please note that the first time a word is used in a section in the Scenario, it is marked with an underline. This indicates that the word appears with its definition in the glossary. A list of abbreviations can also be found at the beginning of the glossary.

This Scenario is not a comprehensive document. It is a starting place for research about your country and about the issues. You are strongly encouraged to expand upon the brief descriptions that are provided here.

In the real world, countries sometimes use force to resolve conflicts with other countries. This simulation attempts to solve problems or resolve conflicts with other countries through communication and negotiation rather than through the use of force. Negotiation is a patient process which requires compromise. It also means searching earnestly for outcomes beneficial to all parties, and looking at situations from the viewpoint of others. Negotiating parties need to find a balance between the national interests of the country they represent and international realities.

There are seven key activities in the simulation for all participants:

- **Position Paper:** Each country team organizes a “position paper,” which summarizes preliminary research about the issues. It should include 1) the involvement your country has had with the issue; 2) the reasons for your country’s interest in the

issue; 3) the goals that your country and your team would like to achieve in the negotiation; and 4) the strategies that your team intends to use to achieve your goals. Your country’s position paper is sent only to Simcon. Otherwise, it is a document for the internal use of your delegation. Preparing it helps ensure that you are ready to negotiate. It should guide your own team’s thinking about the issues and your positions on them.

- **Press Conferences on Position Papers:** Country delegates participate in an online conference in which they respond to questions about their positions on the specialized scenario problems.

- **Opening Statements:** This is a statement that is sent to other country delegations at the beginning of the simulation to open negotiations. It includes an introduction of your country to other participating countries, and it states your country’s initial positions on the problems in each issue area.

- **Negotiations:** For several weeks, country delegates exchange messages with diplomats representing other countries in an effort to reach agreement on various proposals to solve global problems. Messages can be sent to one country, several countries, or all countries in the simulation. Your team should try to develop coalitions or find allies that may share your country’s viewpoint on the problems. The messages will include support for your own proposals, questions about the proposals of others, and responses to the proposals made by other country teams.

- **Proposals:** Inside each Simulation Community is a Proposal Center. Countries must submit their proposals in the Proposal Center. Simcon notifies all countries when the Proposal Center is open. Only proposals that pass through the Proposal Center are placed on the agenda of the Global Forum. A country that originates a proposal can

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The Scenario sets the framework for your negotiations.

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designate other countries that may view and, possibly, co-sponsor the proposal. Proposals can be modified by the originating country as negotiations continue to incorporate new ideas and information. Countries can view the status of proposals at any time. Information about proposals includes the current proposal text and the list of sponsors of a proposal.

- **Conferences:** Your country will also be invited to participate in a few online conferences with diplomats from other countries. During these one hour conferences, many countries exchange messages simultaneously, discussing their positions on the issues. These conferences are not a substitute for regular message exchanges. The online conferences provide the opportunity to exchange

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ideas and information rapidly and intensely with many countries. Countries should continue to send regular messages to each other during other times of the day.

- **Global Forum:** A third form of communication occurs later in the simulation. Diplomats representing your country are invited to visit a university in your area to negotiate directly with your counterparts in an all-day Saturday meeting called a Global Forum. In this face-to-face meeting, diplomats continue their efforts to reach agreement on the issues being negotiated. At the end of the day, representatives of the issue groups summarize and present their ideas and conclusions to all the assembled delegates.

## Communications

Except for the Global Forum, electronic messages are used for all communications and negotiations with other country teams. Your team can communicate with Simcon, with one other country at a time, with more than one country at a time, or with all other country teams at the same time. There are two basic forms of communication with other country teams

- **Regular Messages:** You should use regular messages for most of your negotiations, checking at least once a day for messages for your country or for your issue team. In conducting negotiations, many messages should flow regularly between teams to establish links with other countries, to understand their positions, and to build coalitions with them. As in the real world, regular

communication increases the chances of reaching agreement on the issues.

- **Real-time Conferencing:** Negotiations often benefit from the chance to have all parties discuss matters with one another at the same time. Therefore, specialized country delegations participate in after school online conferences that focus on each of the eight global problems. The conferences last for one hour. Simcon sets the agenda for conferences, sending it in advance to the participating teams. The success of these conferences depends on a solid foundation of knowledge and ideas shared by all countries through their regular messages prior to the conferences.