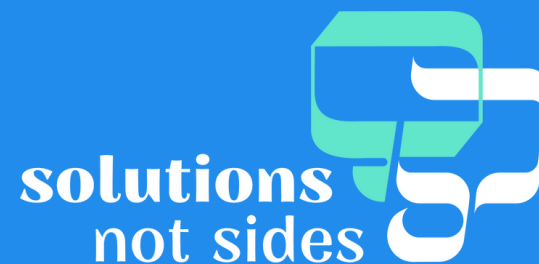




NEGOTIATIONS





YOUR PROJECT

Exploring the needs of Israelis and Palestinians

Using your knowledge from other SNS sessions and additional research, what needs do Israelis and Palestinians have in a future solution, and what needs did the latest proposal by the US meet, and which did it not meet?

Create a presentation with up to six slides

1. Israeli needs
2. Palestinian needs
3. Where the needs meet
4. Which needs the US proposal met
5. Which needs it did not
6. Your ideas for better negotiations

Let's get started!

Here are the kinds of skills which are⁰² helpful for this activity:



REASONING



RESEARCH



EMPATHY



STORY TELLING





WHAT ARE NEGOTIATIONS?

03

So, what do we mean when we say negotiations? Here are some words that come to mind:

- Talking
- Listening
- Needs: The things that people need in an outcome to a negotiation
- Interests: The reasons, concerns, and goals, that lie beneath positions
- Difference
- Compromise
- Agreement
- Positions: The demands that people make and what are most apparent to us

**Negotiations
are a
discussion aimed
at reaching an agreement**

**Now you know what
negotiations are, can you
think of when you might
engage in negotiations?**





PALESTINE & ISRAEL

04

There have been several rounds of negotiations between the government Israel and the Palestinians, via the Palestinian Liberation Organisation (the PLO)

Do some research into the following rounds of negotiation and find out what happened:

The Oslo Accords
The Wye River Memorandum
The Clinton Parameters
Abbas and Olmert



Make sure you read widely and try to find different opinions on the negotiations; Israeli, Palestinian, left-wing, right-wing, American, British, French, and so on!





WHEN NEGOTIATIONS FAIL

05

Your research probably showed you that some negotiations resulted in an agreement of sorts, and some failed.

Why might negotiations fail?

If the needs of one or both parties aren't met one or both parties might choose to walk away and continue with the status quo.

The negotiators themselves have personality clashes and cannot overcome

Perhaps the negotiations were never given enough time or the parties weren't given sufficient time to review the offers on the table.

One or both parties had poor intentions from the outset and did not listen to the other





INTERNATIONAL INVOLVEMENT

06

Negotiations are often mediated by a third party

American governments have acted as mediator between Israel and the PLO throughout the years.

Other countries, groups, and institutions have thrown their hat in the ring to offer to negotiate or, to offer solutions



Here are some proposals to look at:

The Arab Peace Initiative

The Geneva Initiative

Find out and make bullet points on:

- What the proposals offered Israelis and Palestinians
- Who created the proposals
- Were they based on negotiations?





RESOLUTION 1325

06

The United Nations' Resolution 1325 reaffirms the role of women in peacebuilding, peacekeeping, conflict resolution, post-conflict reconstruction, and negotiations.

Why do you think the UN made this resolution?

Can you research how involved Israeli and Palestinian women have been in negotiations?

Some starting points:

Dr Hanan Ashrawi

Tzipi Livni

Women Wage Peace

UN Resolution 1325 on women, peace & security



In 2000,
UN Security Council resolution 1325
recognised that
war impacts women differently

It stressed the need to
increase women's participation
in peace talks



9% of negotiators
at peace talks were women
from 1992 to 2011





LOOKING UNDER THE WATER

07

Do you remember the iceberg from earlier SNS sessions?

In any negotiation, one needs to try to look under the water and understand what needs the other side has. The positions held by the negotiating parties can seem unobtainable, unachievable, and unfair.

Understanding what needs are driving the positions can help to negotiate and satisfy both parties. There are almost always overlapping needs!

Start to remind yourself of the Israeli and Palestinian needs, in preparation for your project. Here are some examples

SECURITY

JERUSALEM

IDENTITY





Now that you've learnt a bit about negotiations, it's time to start tackling the project!

[Here](#) is a link to the US' Peace to Prosperity proposal

[Here](#) is a summary



Now you need to do some research to find out how the proposal came about (was it the result of negotiations), what the Israeli and Palestinian responses were, and what needs it did and did not meet





WHAT NOW?

09

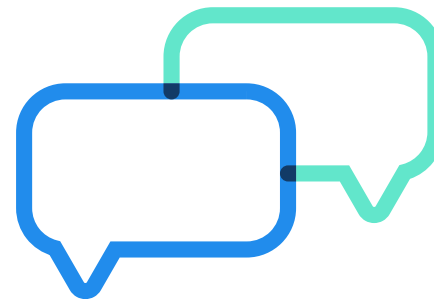
Now it's time to put what you've learnt into practice! Next time you come into a negotiation with someone, think about what you've learnt

Check out the organisation Pathways

Keep your eye on the news for any international negotiations taking place



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