

## Call for Applications - Negotiation skills training

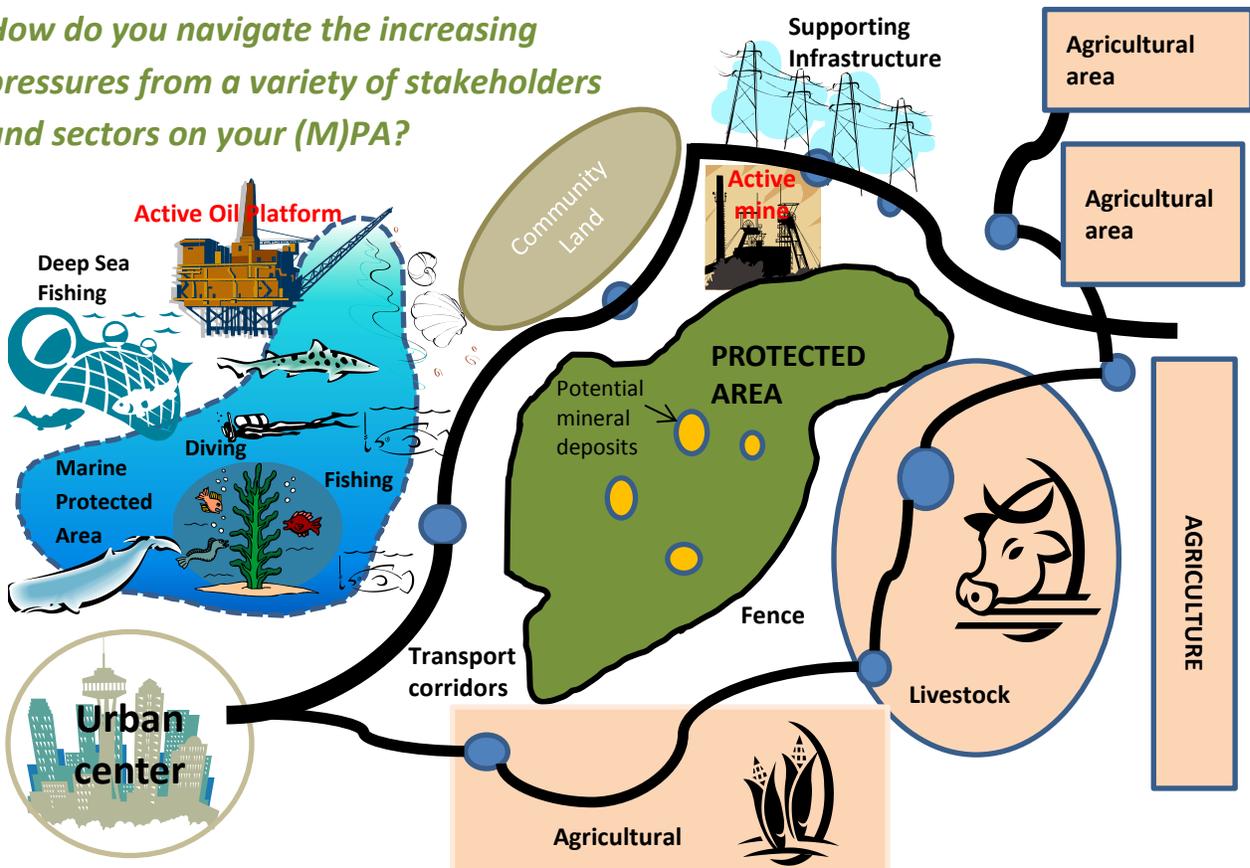
**Resolving land and resource use conflicts in and around Terrestrial and Marine Protected Areas in the eastern and southern African region**

Protected areas and biodiversity (terrestrial and marine) are under increasing pressure from other sectors such as agriculture, extractive industries and fisheries due to increasing demand for land and resources from a growing human population and growing economies. Many governments in the eastern and southern African region are focussing economic growth and poverty alleviation efforts around the increased exploitation of natural resources, expansion of agricultural and fishing activities, both large-scale and subsistence as well as increased infrastructure development to aid access to markets. Often little consideration is given to the longer-term impacts of these activities on key ecosystem services and protected areas, which provide a crucial basis for future economic growth. This puts pressure on the managers of these key areas to defend the protected area and the specific resources it protects as a legitimate land use at all levels – site level, national level and even internationally – and requires extensive stakeholder engagement and negotiation with other sectors and neighbouring communities to ensure a sustainable approach to development.

### Protected Areas in a “sea” of development:

*Does this scenario seem familiar?*

*How do you navigate the increasing pressures from a variety of stakeholders and sectors on your (M)PA?*





### **Negotiation Training:**

BIOPAMA, in collaboration with the Sustainability Challenge Foundation, is offering training on stakeholder engagement and negotiation skills, using the Mutual Gains Approach, to support efforts to better secure protected areas and key biodiversity areas in the Eastern and Southern African region. A central principle of the Mutual Gains Approach to negotiations is that the vast majority of negotiations in the real world involve parties who have more than one goal or concern in mind and more than one issue that can be addressed in the agreement they reach. This model allows parties to improve their chances of creating an agreement superior to existing alternatives and meeting the priority needs of all stakeholders. It is based on four key steps for negotiating more sustainable solutions: preparation, value creation, value distribution and following through.

### **Who should apply:**

Protected Area staff and other relevant stakeholders actively engaging on potential land/resource use conflict issues to improve the sustainability of protected areas in the context of development.

### **How to apply**

Applicants should identify and describe a specific land or resource use conflict that they are dealing with (existing or potential) and the key stakeholders involved in this existing or potential conflict. Applicants are requested to fill in the attached application form and send it by email to Christine Mentzel (Email: [Christine.Mentzel@iucn.org](mailto:Christine.Mentzel@iucn.org)).

Applications will be accepted until **30 September 2014**.

### **Proposed Location**

The courses will be held in either Kenya or South Africa, dependent on the applications received.

### **Proposed Course Dates (to confirmed early September)**

There are two proposed months during which the courses will be held – please indicate your preference and we will confirm the exact dates as soon as possible with applicants/interested parties.

- 1) October 2014
- 2) February 2015

### **Financial support:**

Costs covered by BIOPAMA for all participants are all costs at the training venue (accommodation, meals, training and conference package) and transfers from the airport to the venue. BIOPAMA is also offering financial support to applicants who are unable to cover their own travel costs (flights, airport transfer in country of origin, visa costs) to attend this training, however, we encourage some contribution from the applicant or the applicant's employer (see also Application Form for details).

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### APPLICATION FORM – NEGOTIATION TRAINING

Name and Surname	
Address	
Email	
Mobile/Tel no	
Employer	
Position held	
Does your employer support your attendance at this training? Yes / No <i>(please provide letter of support)</i>	
Are you (or your employer) able to contribute to your travel costs to attend this training? Yes / No If yes, please indicate contribution:	

1. Situation description (250 words maximum) – describe the land or resource use conflict or potential conflict in/around “your” Protected Area that needs to be resolved

2. Progress on resolving the issue – describe the actions taken to date to resolve the land or resource use conflict or potential conflict in/around “your” Protected Area

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3. Challenges in resolving the issue – describe the challenges in resolving the land or resource use conflict or potential conflict in/around “your” Protected Area

4. Stakeholders – identify the key stakeholder in this conflict/potential conflict and the role they play. *If possible, indicate contact details (email) for these stakeholders so that BIOPAMA can invite these stakeholders to apply to maximize the usefulness of the training in resolving that conflict.*

Stakeholder (name or description)	Role in the conflict

5. Are you aware whether any of the above-mentioned stakeholders are also applying to attend this course? *(Applicants are encouraged to engage with the stakeholders listed above directly to encourage them to also attend the course to maximize the usefulness of the training in resolving that conflict. See also 4 above)*

6. Indicate your preferred course dates and location (mark both options if you are flexible)

Course dates	Preference
October 2014	
February 2015	

Implemented by:

