Preparing Negotiating Briefs

Submitted by: Malaysia
WHY DO WE NEED NEGOTIATING BRIEFS?

**ANSWER**

- It is an effective means that contains essential and necessary information to negotiate and to ensure precision & accuracy
- For future, provides negotiating history
PREPARATION OF BRIEF: BEFORE NEGOTIATIONS

- Dossier
- Participation of relevant Ministries/Agencies based on issue of interest
- Matrix of comparison for both text and commitments
- Mandate – Cabinet decides
- Position
- Redlines/sensitivities

PREPARATION OF BRIEF: AFTER NEGOTIATIONS

- Position (both sides) - rationale
- New mandate (if required)
- Redlines/Sensitivities
- Fallback position
- Offer
- Interest/Requests
- Next steps
What if there are new proposals/trying to get compromise? YES
New information will need to be included in the brief

THANK YOU